ACQUIRE 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

“...A great course for business managers, either with in- or out-licensing roles. Specially dedicated to innovative technologies and novel drugs, it allows the participant to broaden perspectives about the licensing process and all related aspects. Learning from an experienced speaker like David was a very fruitful way of learning how to think strategically and how to plan future partnerships.”

Jorge Espírito Santo, Business Development - Bluepharma (Portugal)
The Pharmaceutical Out-licensing Course
For R&D-based Products

What Participants Say About This Course

LEARN

- Critical initial planning decisions such as timing, deal type etc.
- Key elements and do’s & don’ts of critical documents, i.e. CDAs, MTAs and term sheets.
- How to set up a spreadsheet to simulate the value and optimal commercial structure of the deal.
- How to maximise your attractiveness to potential licensing partners.
- How to target licensees who are more likely to pay a premium.
- Understand the due diligence process and what will be expected from you.
- Tips for negotiating and managing the deal.

The Expert
David Scott

- Formerly a pharma BusDev & Licensing executive, David Scott has worked as a Senior BD&L Consultant since 1996.
- He has concluded numerous inward and outward licensing agreements for clients covering small molecules, biologicals and delivery technologies.
- With a strong track record in running successful training courses and workshops, David’s has a no-nonsense, hands-on approach to training.

Dates & Locations

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<th>Dates</th>
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<tr>
<td>7-8 December 2023 (live online)</td>
<td>1-2 October 2024 (live online)</td>
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<td>17-18 April 2024 (live online)</td>
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Visit www.celforpharma.com for registration fees and updates.

What Participants Say About This Course

“A wonderful training. Very insightful, very valuable. David is a great instructor. Besides his experience in BD, he is also a phenomenal storyteller which kept us engaged and excited to learn throughout the 2 days, thanks a lot!”

Ferring
Akin Kurtoglu
Head of Evaluation & Due Diligence, Global Business Development
Denmark (June 2023)

“Attending this course is a good starting point for someone aiming to get themselves started in the licensing business. You can learn a lot from David through him sharing his vast experiences, and also the experiences shared by the other participants. The role-plays are definitely an added plus to practice the course learnings. Overall, the interaction online worked well. Thank you for a very well organised and very enjoyable course!”

RPH Pharmaceuticals
Sergio Gil
Business Development Director
Spain (June 2023)
Agenda

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

Lunch Break

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

Lunch Break

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

Lunch Break

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

Close (~30 min)
**Registration Form**

Complete the below form and email to aswaan@celforpharma.com or go to www.celforpharma.com and complete the online registration form.

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**Course(s)**

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**Registration Fee**

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

**Participant Details**

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**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.