

2024

BD&L TRAINING COURSE ADVANCED BUSINESS DEVELOPMENT

4-6 September



CCO
PARTEX NV

Frank Grams



FOUNDER & CEO
VENTURE VALUATION

Patrik Frei



FORMER SENIOR VICE PRESIDENT
FERRING PHARMACEUTICALS

Alex Chang

 **COURSE VENUE:**

Taipei International Convention Center (TICC), Room 105
(臺北國際會議中心, 105會議室)

 **REGISTRATION FEE:**

Early Bird: TWD \$12,000 /participant
Regular: TWD \$15,000 /participant

 **REGISTRATION:**

Early Bird Deadline: July 31st, 2024
Regular Deadline: August 23rd, 2024

 **CONTACT INFO:**

General:

choya.ylchiu@itri.org.tw / 03-5732591

Registration:

HuichiLin@itri.org.tw / 03-5743977

CYLiang@itri.org.tw / 03-5743947

About this course

The three coaches will cover the outreach for in- and out-licensing, patent cracking, the term sheet and contract, and its negotiations, valuations on compounds and companies and some specific considerations for Commercial deals. The course will be very interactive and filled with experiences from many real case examples. Several case studies will be used to apply the learned principles and discuss the outcome.

Sep. 4 Day 1 Schedule

08:40~09:00

Registration

Module 1
Coach

Advanced Business Development-1
Dr. Frank Grams

09:00~12:00

(15-minute break)

- Outreach incl. use of AI for outreach
- Patent cracking: New indications, new combinations, new formulations, new crystal forms, related molecules incl. use of AI
- Term sheet
- Negotiations
- Case study preparation
- Contract instructions

12:00~13:15

Lunch

13:15~16:45

(15-minute break)

- 3 case studies with learnings discussion

16:45~17:00

Q&A & Wrap-up



Sep. 5 *Day 2 Schedule*

08:40~09:00

Check-in

Module 2

Product Valuation, Deal Structuring, and Company Valuation

Coach

Dr. Patrik Frei

■ **Company Valuation**

- Introduction to valuation
- Difference between company and product valuation
- An overview of approaches for valuing life science companies
- Focus on the most used company valuation methods
 - Discount Cash Flows
 - Venture Capital Method
 - Market / Deal Comparable
- M&A
- Real case study (IMD - GeneData)

09:00~12:00

(15-minute break)

12:00~13:15

Lunch

■ **Product Valuation and Deal Structuring**

- Introduction to product valuation
- What information do you need? - How to gather the information?
- In-depth explanation of the most frequently used techniques in Pharma & Biotech: e.g., the Risk-adjusted Net Present Value (rNPV)
- Given an rNPV, how to decide on the deal structure (upfront payment? ...milestone payments?...royalties?)
- Value split considerations
- How to use the product valuation
- Real case study (Proterics product valuation)

16:45~17:00

Q&A & Wrap-up



Sep. 6 *Day 3 Schedule*

08:40~09:00

Check-in

Module 3
Coach

Advanced Business Development-2
Dr. Frank Grams

09:00~11:00

- Contracts: Legal support, how to analyze, learnings, special clauses

11:00~11:15

Break

Module 4
Coach

Business Development from the Commercial Perspective
Mr. Alex Chang

11:15~12:30

- Why commercial BD&L in biopharma
- Different types of commercial BD&L
- Financial aspects of commercial BD&L

12:30~13:30

Lunch

13:30~14:45

- Legal and regulatory considerations
- Alliance management

14:45~15:00

Q&A and Closing Remarks



HEAD COACH



FRANK GRAMS CCO, PARTEX NV

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Dr. Frank Grams is former SVP of Global Head Alliance Management and Head BD (Europe) at Everest Medicines, former VP of Global Head Alliance Management at Sanofi, and former Executive Director of Pharma Partnering at Roche as part of both Asian and European branches.

CURRENT ROLES

Partex N.V., Switzerland <ul style="list-style-type: none">• Chief Commercial Officer	2023-today
Gramsactions SAS, France <ul style="list-style-type: none">• President & Founder	2019-today

PREVIOUS PROFESSIONAL EXPERIENCE

Everest Medicines, France <ul style="list-style-type: none">• SVP, Global Head Alliance Management & Head BD Europe	2019-2023
Sanofi, Paris, France <ul style="list-style-type: none">• VP, Global Head Alliance Management for General Medicines & Emerging Markets ("GEM") and Consumer Healthcare ("CHC") (2018-19)• Permanent member of Corporate Risk Committee (2016-19)• VP, Global Head R&D Alliance Management (2016-18)• Vice President, Global Head R&D Alliance Management & Transactions (2011-16)	2011-2019
Roche, Shanghai, China <ul style="list-style-type: none">• Executive Director, Roche Partnering Asia	2008-2011
Roche, Basel, Switzerland <ul style="list-style-type: none">• Global Head, Drug Delivery Partnering, Pharma Partnering (2006-8)• Global Alliance Director, Pharma Partnering (2002-6)• Head of "Opportunity, Surveillance and Triage", Pharma Partnering (2001)• Deputy Head, Department of Discovery Technologies, Research (2000-2001)• Head of Molecular Design, Roche, Basel (1999-2001)	1999-2008
Roche/Boehringer Mannheim, Mannheim, Germany <ul style="list-style-type: none">• Molecular Modeling Scientist / Lab Head position	1995-1999

EDUCATION

- PhD from Nobel prize winning lab of Prof. Robert Huber (Max-Planck Institute for Biochemistry, Martinsried / Technical University Munich, Germany, Summa Cum Laude)
- Corporate Governance Diploma, Financial Times & Pearson, UK



SPEAKER BIOS



Patrik Frei

Founder & CEO
Venture Valuation

Dr. Patrik Frei is founder and CEO of Venture Valuation AG, Switzerland, the company he started in 1999 based on a collaboration with the Novartis Venture Fund, which became his first client. Since then he has been involved in over 800 valuations around the globe for investors as well as Biotech, Pharma and Medtech companies. Venture Valuation runs two additional services/businesses: (1) Biotechgate, a global business development database. (2) HelloPartnering, a leading one2one partnering software including the Biotechgate Digital Partnering event (www.digitalpartnering.com).

Patrik graduated from the Business University of St. Gallen in Finance and completed his Ph.D thesis at the Swiss Federal Institute of Technology, EPFL in Lausanne. Patrik has experience as a board member of public and private companies, published numerous articles and provides valuation workshops around the world.



Alex Chang

Former Senior Vice President, Asia Pacific, Middle East and Africa
Ferring Pharmaceuticals

With a successful career spanning over 34 years in the global pharmaceutical industry, Alex Chang has left an indelible mark across the continents of U.S.A., Asia Pacific, Middle East and Africa with postings in Singapore (where he is currently based), Shanghai, Beijing, Guangzhou, Taiwan, Hong Kong and New Jersey. He has worked in leading global firms including Novartis, Johnson & Johnson, Bristol-Myers Squibb and Glaxo. Mr. Chang has not only demonstrated strong strategic thinking and leadership in developing emerging growth markets, he is also committed to helping employees reach their highest potential.

Prior to Ferring, he was President in Novartis Taiwan then Head of Asia Cluster during 2007 ~ 2013. He was also Vice President of Sales and Marketing at Xian Janssen, a Johnson & Johnson company, prior to serving as Managing Director of Janssen Taiwan from 2001 ~ 2006.

Alex holds an MBA from University of Chicago (a recipient of Proctor & Gamble International Fellowship) with a concentration in finance. He is a graduate of National Taiwan University with a major in business administration and was co-founder of AIESEC, an organization developing future leaders. Even today, he is still actively involved in teaching and coaching young talents, with purpose of contributing to society.