

BD&L TRAINING COURSE: BUSINESS DEVELOPMENT ESSENTIALS

TIME	TOPIC	SPEAKER
Wed. October 4, 2023 (DAY 1)		
08:40~09:00	Registration	
09:00~12:00 <i>(15-minute coffee break in the middle)</i>	<ul style="list-style-type: none"> • Introduction • The partnering process • Different deal types • Differences between in- and out-licensing • Competitive Intelligence and case preparation • Outreach for in- and out-licensing • BD job profile (hiring, skills) • Key messages and different ways to build credibility • The non-confidential slide deck • CDA & MTA • TPP 	Frank Grams
12:00~13:30	Lunch	
13:30~17:00 <i>(15-minute coffee break in the middle)</i>	<ul style="list-style-type: none"> • Pharma needs <ul style="list-style-type: none"> • Presentations from Big Pharma + Q&A 	Matthew Sheroff * Charleen Nien *
	<ul style="list-style-type: none"> • Due Diligence 	William Vickery *
	<ul style="list-style-type: none"> • Introduction to benchmarking and business case 	Frank Grams
	<ul style="list-style-type: none"> • Business case/valuation training 	Patrik Frei *
17:00~17:30	Q&A	
Thu. October 5, 2023 (DAY 2)		
08:40~09:00	Check-in	
09:00~12:00 <i>(15-minute coffee break in the middle)</i>	<ul style="list-style-type: none"> • Confidential deck <ul style="list-style-type: none"> • Content, format, where/ who/ whom to present • Interactions between Confidential deck presentation and decision to go into deal negotiations and/or due diligence • Decision impact through AI • Term sheet <ul style="list-style-type: none"> • Content, document format, binding/non-binding elements, format of negotiation • Negotiation • Negotiation preparation • Introduction to contract case studies 	Frank Grams
12:00~13:15	Lunch	
13:15~17:00	<ul style="list-style-type: none"> • Negotiation exercise • Discussion on learnings from negotiation exercise 	Frank Grams

(15-minute coffee break in the middle)	<ul style="list-style-type: none"> • Discussion on contract case studies • Contract reviews and learnings • Specific clauses found in final contracts • M&A • Approval processes, HSR, deal publications, and impact 	
17:00~17:30	Q&A	
Fri. October 6, 2023 (DAY 3)		
08:40~09:00	Check-in	
09:00~11:00 (15-minute coffee break in the middle)	<ul style="list-style-type: none"> • Alliance Management <ul style="list-style-type: none"> • The importance of Alliance Management • Building an Alliance Management organization • Alliance Management versus BD • Governance • Dispute resolution • Termination 	Frank Grams
11:00~12:00	<ul style="list-style-type: none"> • Company Demo Presentation <ul style="list-style-type: none"> • Partex: AI Enabling in R&D 	Frank Grams
12:00~13:15	Lunch	
13:15~15:15	<ul style="list-style-type: none"> • Exercises on non-confidential slide deck <p>Note:</p> <ul style="list-style-type: none"> • <u>Please bring your own case of 11-13 slides for a 20-minute presentation.</u> • <u>A few (3-4 cases) will be selected, presented, and discussed.</u> • <u>In the event that some companies are not selected to present during the exercise period, they may deliver their presentations after the Final Q&A session (after 15:30).</u> 	Frank Grams
15:15~15:30	Final Q&A	

Note: schedule and speakers are subject to change. (Last updated Aug 21, 2023)

*In Day 1 afternoon, William Vickery, Patrik Frei, Matt Sheroff and Charleen Nien will give online presentations on specific topics of Due Diligence, Business case/valuation training and Pharma needs, respectively.