

OCT 4-6, 2023

BD&L TRAINING COURSE BUSINESS DEVELOPMENT ESSENTIALS

REGISTRATION



FRANK GRAMS CCO, PARTEX NV KEYNOTE SPEAKER

Dr. Frank Grams is former SVP of Global Head Alliance Management and Head BD (Europe) at Everest Medicines, former VP of Alliance Management at Sanofi (2011~2019), and former Executive Director of Pharma Partnering at Roche as part of both Asian and European branches (1995~2011).

COURSE VENUE:

Taipei International Convention Center (TICC),
3F South Lounge (臺北國際會議中心, 3樓南軒)

REGISTRATION FEE:

Early Bird: TWD \$10,000 /participant
Regular: TWD \$12,000 /participant

REGISTRATION:

Early Bird Deadline: August 31st, 2023
Regular Deadline: September 22nd, 2023

CONTACT INFO:

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工業技術研究院
Industrial Technology
Research Institute



DOIT 經濟部技術處
Ministry of Economic Affairs



SPEAKERS



Frank Grams

CCO,
PARTEX NV



William Vickery

DUE DILIGENCE
DIRECTOR, SERVIER



Patrik Frei

FOUNDER & CEO,
VENTURE VALUATION



Matt Sheroff

HEAD OF NEW BUSINESS
DEVELOPMENT, JANSSEN
ASIA PACIFIC



Charleen Nien

BUSINESS DEVELOPMENT
PROJECT LEADER, ROCHE

About this course

This course is an introduction to the overall partnering process from preparing for the first contact to the end of contract. We will discuss different types of deals, how to prepare presentations, how to find the right people to present them to and how to get awareness of your product/technology. We have invited experts from Big Pharma to talk about their specific needs and criteria. Furthermore, we will have experts that focus on Due Diligence and the valuation of a project. Exercises on non-confidential presentation, analyzing contracts, and negotiations will be part of the program. Also, we will cover post-deal activities as well as the termination of the deal. The program will cover all key elements necessary to provide an industry beginner with a good understanding of the different steps, but also will include deep dives to strengthen the skills of the advanced Business Developer.

Participants can benefit from the keynote speaker's 20+ years of experience in the industry as well as expert contributions to specific topics.

04
Oct

Day 1 Schedule

Registration

08:40 AM - 09:00 AM

Morning Session

15 minute
coffee
break

09:00 AM - 12:00 PM

- 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

Lunch

12:00 PM - 01:30 PM

Afternoon Session

15 minute
coffee
break

01:30 PM - 05:00 PM

- Exercises on non-confidential slide deck
- Note:*
- ✓ Please bring your own case of 11-13 slides for a 20 minute presentation.
 - ✓ A few will be selected, presented, and discussed.
- Pharma needs
 - **Presentations from Big Pharma + Q&A**
 - Due Diligence
 - Confidential deck
 - Content, format, where/ who/ whom to present
 - Decision impact through AI

Q&A

05:00 PM - 05:30 PM



05
Oct

Day 2 Schedule

Check-in

**Morning
Session**

15 minute
coffee
break

Lunch

**Afternoon
Session**

15 minute
coffee
break

**Company Demo
Presentation**

Q&A

08:40 AM - 09:00 AM

09:00 AM - 12:00 PM

- Introduction to benchmarking and business cases
- Business case/valuation training
- Term sheet
 - Content, document format, binding/non-binding elements, format of negotiation
- Negotiation
- Negotiation preparation
- Introduction to contract case studies

12:00 PM - 01:30 PM

01:30 PM - 04:00 PM

- Negotiation exercise
- Discussion on learnings from negotiation exercise
- Discussion on contract case studies
- Contract reviews and learnings
- Specific clauses found in final contracts
- M&A
- Approval processes, HSR, deal publications, and impact

04:00 PM - 05:00 PM

- Partex: AI Enabling in R&D

05:00 PM - 05:30 PM



06
Oct

Day 3 Schedule

Check-in

08:40 AM - 09:00 AM

**Morning
Session**

09:00 AM - 12:00 PM

15 minute
coffee
break

- Alliance Management
 - The importance of Alliance Management
 - Building an Alliance Management organization
 - Alliance Management versus BD
 - Governance
 - Dispute resolution
- Termination
- **Final Q&A**

Lunch

12:00 PM - 01:30 PM



KEYNOTE SPEAKER CV



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 Alliance Management at Sanofi (2011~2019), and former Executive Director of Pharma Partnering at Roche as part of both Asian and European branches (1995~2011).

CURRENT ROLES

Partex N.V., Switzerland	2023-today
• Chief Commercial Officer	
Gramsactions SAS, France	2019-today
• President & Founder	

PREVIOUS PROFESSIONAL EXPERIENCE

Everest Medicines, France	2019-2023
• SVP, Global Head Alliance Management & Head BD Europe	
Sanofi, Paris, France	2011-2019
• 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)	
Roche, Shanghai, China	2008-2011
• Executive Director, Roche Partnering Asia	
Roche, Basel, Switzerland	1999-2008
• 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)	
Roche/Boehringer Mannheim, Mannheim, Germany	1995-1999
• Molecular Modeling Scientist / Lab Head position	

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



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SPEAKER BIOS



William Vickery

Due Diligence Director, Servier

William VICKERY is Due Diligence Director at Servier and has over 20 years of international experience in business development in the pharmaceutical companies (AstraZeneca, Roche), biotechs (Hybrigenics, ExonHit) and technology transfer (SATT IdInnov – now Erganeo). He holds an engineering degree from HEI (France) and an MBA from INSEAD, he is also a member of AegirBio AB's Board of Directors.



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.



Matt Sheroff

Head of New Business Development, Janssen Asia Pacific

Matt is currently the Head of New Business Development for Janssen Asia Pacific and has served in this role since January of 2022. He is based in Singapore and he and his team have responsibility for shaping and executing the overall BD strategy for the AP region across Janssen's Therapeutic Areas of focus.

Prior to this role, Matt was the Director of Oncology Transactions as part of the global Janssen Business Development team with responsibility for leading the execution of clinical trial agreements, supply agreements and collaborations with industry partners. Prior to joining the Janssen Business Development team, Matt was a member of the Janssen BD Finance team supporting several key transactions for the Oncology and ID&V TAs and also spent several years supporting the J&J Vision Business, with various roles of increasing responsibility.

Matt is a graduate of Pennsylvania State University with a Bachelor's degree in Finance. He began his career at J&J in 2010 as part of the Financial Leadership Development Program.



Charleen Nien

Business Development Project Leader, Roche

Link to Charleen's LinkedIn profile for more information:

<https://www.linkedin.com/in/cariuni/>

Detailed bio to be updated later.



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