

Fit for Health 2.0 - International Strategy Development Training Innovative Business Solutions and Smart Financing 8-9 October 2015, Copenhagen (Denmark)

Medicon Valley Alliance, Arne Jacobsens Allé 15,
2. Ørestad City
DK-2300 Copenhagen S, Denmark

Agenda

Thursday 08 October 2015

Moderation: Frank Heemskerk, RIMS bvba (Belgium)

13:30 – 14:00	Registration
14:00 – 14:30	Welcome and introduction Day 1 <i>Ines Haberl, Austrian Research Promotion Agency/FFG (Austria), coordination EU project Fit for Health 2.0</i> <i>Petter Hartman, Medicon Valley Alliance (Denmark), CEO</i>
14:30 – 15:30	Keynote speech <i>Erik Lund, Director, MRL BD & Licensing (Europe), Merck Sharp & Dohme (MSD)</i> What it is that MSD look for and what an SME biotech requires to gain interest?
15:30 – 16:00	Coffee break
16:00 – 18:00	Business Development: Filling Pharma pipelines with made-to- measure innovation <i>Morris Berrie, TTS Global Initiative (UK)</i> <i>Christian Suojanen, TTS Global Initiative (UK)</i>
18:00 – 20:00	Get together, End of Day 1



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Friday 09 October 2015

08:30 – 09:00 **Registration (with coffee)**

09:00 – 09:10 **Welcome & Introduction Day 2**
Frank Heemskerk, RIMS (Belgium)

09:10 – 11:10 **Innovative Business Planning around Intellectual Property (IP)” –
with a specific focus on Life Science Companies**
Sebastian Tegethoff, 24 IP Law Group

11:10 – 11:30 **Coffee break**

11:30 – 13:30 **Valuation and Negotiation in Life Sciences**
Aitana Peire, Venture Valuation (Switzerland)

13:30 – 14:00 **Wrap up & closure**

Short information about speakers & trainers:

Erik Lund



Erik Lund is part of MSD (known as Merck & Co., Inc. in the US and Canada) Research Laboratories European Business Development & Licensing team, with a remit to identify partnering opportunities in the Nordic countries, Benelux and East/Central Europe.

During his career within MSD BD&L in the US and Europe, Erik has been the scientific lead for executed partnerships ranging from basic research collaborations to licensing of Phase III compounds. In his earlier scientific career with MSD and academia he has authored >35 original research publications in peer reviewed scientific journals, with a particular focus on the biosynthesis and regulatory function of oxysterols.

Erik Lund is a graduate of the Royal Institute of Technology and of the Karolinska Institute, both of Stockholm, Sweden, and did postdoctoral research at the University of Texas Southwestern Medical Center at Dallas, TX, USA before joining MSD in the US as a discovery scientist in 2000. After assuming positions of increasing responsibility within the discovery organization, Erik moved to BD & Licensing in 2007 and transferred to his present European position in 2011. He is based in Stockholm, Sweden.

Morris Berrie



Dr. Morris S. Berrie is Co-Chairman of TTS Ltd and Managing Director of Tech Investor Ltd. The former globally facilitates deal flow in TTOs and the SME biotech sector, whilst the latter specifically consults and advises companies on 'the business of science', i.e. business development, strategy, licensing and capital raising. Prior to these roles he was the Chief Executive Officer and Editor-in-Chief of the Biotechnology Investment Group.

Previously Morris S. Berrie was Head of Global Intelligence and Business Development for Nature Publishing Group, and before that, Director of the Investigational Drug database (IDdb), Current Drugs (now ThomsonReuters). He has also worked at GlaxoWellcome and Schering AG.

Within the Fit for Health 2.0 project, he provides his expertise in strategic market and business development and in capital raising.

Christian Soujanen

Christian is Co-Founder/Chairman of the TTS Global Initiative and Partner at Valor Management S.A. A strategic adviser, he works intensively with a select few bio sector companies, funds and governments rather than on multiple projects.

His focus is on companies and initiatives with transformational potential to profoundly impact healthcare or the healthcare/bio innovation ecosystem. He is a member or several bio and innovation sector boards, steering committees and advisory groups across industry, government, and associations.

For Fit for Health 2.0, Christian supports us as specialist in strategy and the planning and execution of collaboration, business development and access to finance and with his strong cross-border focus (Europe, North America, BRICS) and his deep relationships with industry, venture capital, government and other key stakeholder groups.



Sebastian Tegethoff



Dr. Sebastian Tegethoff majored in biology at the University of Goettingen, Germany. He obtained a doctorate from the Max-Delbrück-Centre, Berlin in molecular medicine, studying molecular-genetic and biochemical protein-protein interactions, immunology and signal transduction.

He qualified as a German patent attorney after studying in a Berlin IP law firm and then went on to establish his own law firm. In 2008 he joined the 24IP Law Group. His professional expertise lies in the fields of the biotechnology and life sciences, medical technology and, in particular, endoprosthesis and expoprosthesis technology as well as the fields of mechanical engineering and chemical engineering.

He focuses also on the creation of intellectual property right portfolios and defending intellectual property rights against infringement and accusations by the holders of other intellectual property rights.

Dr. Sebastian Tegethoff is member of the Chamber of German Patent Attorneys, The Association of Intellectual Property Experts (VPP) and The German Association for Intellectual Property Rights (GRUR). He is a co-founder and member of the board of CONELIS e.V.

He is a lecturer on patents and employee invention rights at the Institute for Distance Learning of the Beuth-University for Applied Sciences in Berlin. He is also an adjunct professor at the Beuth University of Applied Sciences in Berlin where he lectures on intellectual property law to aspiring chemical engineers.



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Aitana Peire

Aitana Peire, PhD is a business analyst at Venture Valuation, specialized on the independent assessment and valuation of private and public companies, products and patents. Aitana has prior experience with Pharma public companies, both in their valuation as equity researcher and as a consultant on market access, pricing and reimbursement, and budget impact modelling. Aitana holds a PhD in Evolutionary Genetics from the University of Groningen (Netherlands) and is a CFA Level II candidate.



She specializes in the valuation of life sciences companies that seek funds or of portfolio companies or potential investments for investors and in the valuation of projects for companies in the process of in-license/ out-license deal-making. In addition, she is an expert for partner search or identification of potential investments with the use of the proprietary Biotechgate database.