

# Tech Investor

## BIOTECH BUSINESS SEMINAR

Consolidation • Licensing • Acquisitions • Public Offerings

# What's Next?

The Cornell Club, 6 East 44th, New York,  
12:00pm - 8:00pm, 3rd Oct 2005

S P O N S O R S



Chairman: Dr Morris S Berrie, Managing Director, Tech Investor

# BIOTECH BUSINESS SEMINAR

CONSOLIDATION • LICENSING • ACQUISITIONS • PUBLIC OFFERINGS

 Tech Investor

THE CORNELL CLUB

NEW YORK



**12:00 – 13:00**

Registration and lunch

**13:00 – 13:20**

## KEYNOTE INTRODUCTION

Where are we now? Cross Border Trading

*Robert Noble, Deputy Consul General, New York, Trade Canada*

**13:20 – 14:00**

Benefiting from the remit of a \$27bn NIH Fund  
and NY State Technology Initiatives

*Mark Rohrbaugh, Director, NIH Office of Technology Transfer*

*Brian Kelly, Director, Cornell Med, Tech Transfer*

**14:00 – 14:40**

Biotech-Pharma licensing & technology deals: valuing and  
understanding the cost to value ratio

*Barbara Yanni, Vice President and Chief Licensing Officer, Merck*

*Chris Yochim, Associate Director, Global Discovery Alliances AstraZeneca*

*Jim Foley, Vice President, Corporate Development, Japan & International, BMS*



# BIOTECH BUSINESS SEMINAR

CONSOLIDATION • LICENSING • ACQUISITIONS • PUBLIC OFFERINGS

THE CORNELL CLUB

NEW YORK



**14:40 – 15:20**

## CASE STUDY

Licensing, is the view clear?

*Alexander Lewis, Director, WoodMacKenzie  
Licensing Director, Roche  
CEO Arquel*

**15:20 – 16:00**

Breakout & refreshments

**16:00 – 16:40**

## CASE STUDY

Protecting your assets in a deal  
(including future innovation ownership)

*Marc Rubenstein & Geoff Davis,  
Partners, Ropes&Gray LLP  
Biotech CEO (tbc)*

**16:40 – 17:20**

Venture Capital and Big Pharma Synergies:  
maximizing core areas of expertise to develop  
& enhance Biotech partnerships

*Herb Ormsbee, Director, Pfizer  
Gert Caspritz, General Partner, TVM  
Matt Rothman, EuclidSR*

**17:20 – 18:05**

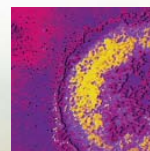
## PANEL DISCUSSION

Market paradigms: will industry consolidation  
result in acquisitions superceding public offerings  
as an 'exit of choice'?

*Maartenn deJong, Healthcare, Lehman Bros  
Ken Moch, President & CEO, Alteon  
Jonathan Silverstein, General Partner, OrbiMed*

**18:30 – 22:00**

Investor Networking Cocktail Session



Tech Investor

