

'The life sciences business network event in the Netherlands'

- Entrepreneurship – Exit- and Pricing Strategies - Start up and Scale up -

The Netherlands remains a major player in the global life sciences industries, with a strong technological position in areas such as human and veterinary vaccines, biopharmaceuticals and health infrastructure. The Dutch sector owes this position to collaboration, cooperation and coalition building between businesses, research institutes and universities.

The Dutch Life Sciences conference is hosted by organisations and companies of the main life sciences clusters in the Netherlands whose mission is to help realising the further development and growth of the Dutch life sciences industry. The conference provides attendees with an excellent opportunity to network and share ideas with the aim of creating new partnerships and business opportunities. Trends and developments are being addressed by industry experts, entrepreneurs and venture capitalists.

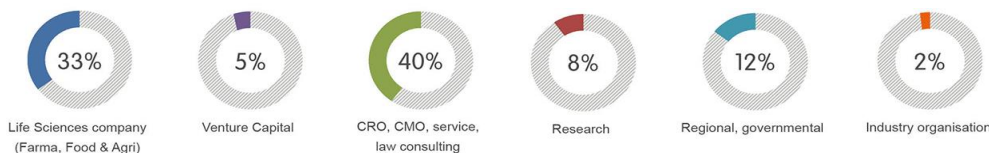


- ◆ Visionary keynote lectures
- ◆ Special programme for SMEs
- ◆ Partnering lounge: get FREE advice from experts on IP, Regulatory, Financing, Grants, Accountancy and Facilities
- ◆ Networking programme with:
 - Lunch and Reception
 - Meet & Greet area
 - Exclusive conference app for networking

Get connected!
Download the conference app



Whom to meet:



<http://dutchlifesciences.com/index.php/keep-me-informed>



Confirmed Speakers



Jan-Nico Appelman
Province of Flevoland
Deputy



Drs. Peter de Braal
Achmea
Strategic Procurement Manager



Luc Dochez
Tusk Therapeutics
CEO
Former CBO of Prosensa Therapeutics

Inez de Greef
Treeway
CEO Treeway and co-founder of 3D-PharmXchange



Dr. ir. C.G.P. (Chrétien) Herben
Health~Holland
Technology Transfer and Entrepreneurship



Erik Manting PhD
Kempen & Co Corporate Finance B.V.
Executive Director Life Sciences and Healthcare



Dr. Marco Timmers
Synthon BioPharmaceuticals BV
Chief Scientific Officer

Chairs



Annemarie Bruning
Chair plenary programme



JW. (Jan-Willem) de Groot
PwC
Chair parallel session 'Exit Strategies'



Jasper Bos
MS Ventures
Senior Director



Sjaak Deckers
G-Therapeutics
CEO



Tjalling Erkelens
Bedrocan Cannabis Corp.
CEO



Prof.dr. Ludo Hellebrekers
Central Veterinary Institute
Director



Gerjan Kemperman
ChemConnection B.V.
CEO



Prof. Ton Schumacher PhD
Kite Pharma EU
Chief Scientific Director



Eline Vrijland-Van Beest
Nightbalance
Founder and CEO



Dr. H. (Harrold) van Barlingen
Thuja Capital
Chair Investors Forum



Matthijs van den Heuvel
ABN-AMRO
Chair parallel session 'Pricing Strategies'





Sponsors 2015

Host sponsors



Partners



Programme sponsors



Supporters



Exhibitors



Partnering lounge



FOR MORE INFORMATION CONTACT MIRANDA DE REGT c/o project office Iventus | the Netherlands
+31 71 890 02 85 | miranda.de.reg@ dutchlifesciences.com | www.dutchlifesciences.com





PROGRAMME OVERVIEW

Update November 3, 2015





07:30 **Registration desk open**

08:00-09:00 **Investors Forum – part I**
hosted by **EP&C**
INTELLECTUAL PROPERTY EXPERTS

09:30-09:35 **Welcome by chair ANNEMARIE BRUNING**

09:35-09:45 **Opening by LEEN VERBEEK**, COMMISSIONER OF THE KING PROVINCE OF FLEVOLAND

09:45-11:00 **Keynote lectures**
hosted by  

PROF.DR. LUDO HELLEBREKERS, DIRECTOR AT CENTRAL VETERINARY INSTITUTE

Central Veterinary Institute (CVI) will also focus on cooperation with companies and public-private partnerships. What opportunities does this mean for (young) companies in human and veterinary sectors in the field of animal diseases, human health and vaccine development. What facilities are offered to (starting) entrepreneurs and what does that mean for the regional life sciences cluster?

SJAAK DECKERS, CEO G-THERAPEUTICS

Sjaak Deckers will share his experiences with medical device company Sapiens. The company was founded in 2010 by Philips and already taken over in 2014 by US Medtronic. What factors have determined the rapid development and exit of the company? What role did Philips and investors play in the process?

PROF. TON SCHUMACHER PHD, CHIEF SCIENTIFIC DIRECTOR AT KITE PHARMA EU

A year after founding his company, T- cell factory was already taken over by Kite Pharma which develops immuno therapies against cancer. What strategic choices underlie this rapid acquisition and what are the (personal) motives and experiences of a top researcher to build a business from the research?

11:00-11:45 **Innovation and Venture Challenge programme**
hosted by  

INTERVIEW WITH THE REPRESENTATIVES OF BOTH CHALLENGES, **JAN-NICO APPELMAN**, DEPUTY PROVINCE OF FLEVOLAND AND **CHRÉTIEN HERBEN**, TECHNOLOGY TRANSFER AND ENTREPRENEURSHIP HEALTH~HOLLAND.

The winners of the Innovation- and Venture Challenges will be announced!






11:45-13:00 **Lunch, networking and exhibition**

11:45-12:45 **Investors Forum – part 2**

hosted by **EP&C**
INTELLECTUAL PROPERTY EXPERTS

13:00-14:30 **Parallel sessions**

Session 1: What's it worth? - Pricing Strategies

hosted by 

What is the right price for your pharmaceutical or biotechnical product? Price-setting is a major challenge for the life sciences sector. Most enterprises need to balance the interests of various stakeholders. These complex interdependences make the market very hard to analyse.

A difficult balance

In our aging society, the cost of providing care is constantly rising. Governments and insurers consequently do all they can to get pharmaceutical and biotech products at the lowest possible prices. Yet your company's future depends on innovation and development. That implies investing in R&D, which doesn't usually come cheap. How do you reconcile these opposing pressures? How do you decide what your product is really worth?

Expert advice

At the Pricing Strategies workshop, you will receive valuable advice from experienced experts. With practical examples and case studies, the workshop will empower you to identify the factors that determine the true value of your product. Proceedings will be led by speakers from pharmaceutical companies, biotech firms and insurers.

CHAIR: **MATTHIJS VAN DEN HEUVEL**, RELATIONSHIP MANAGER ABN AMRO

SPEAKERS:

- **GERJAN KEMPERMAN**, CEO CHEMCONNECTION B.V.
- **TJALLING ERKELENS**, CEO BEDROCAN CANNABIS CORP.
- **ELINE VRIJLAND-VAN BEEST**, FOUNDER & CEO NIGHTBALANCE
- **PETER DE BRAAL**, MANAGER INKOOP STRATEGIE AT ACHMEA





13:00-14:30 Parallel sessions

Session 2: Exit Strategies - hosted by pwc

What is the best exit strategy for a successful life sciences enterprise? The field appears to be hotter than ever, and market interest is at a very high level. In such a dynamic setting, you are naturally reluctant to commit to the first potential partner that comes along. After all, you want to secure the best possible value for yourself and your partners. And to maintain and reinforce your company's knowledge and technological capabilities. Identifying the best market partner is therefore vital. But how do you go about doing that?

Making a successful exit

At the Exit Strategies workshop, the various ways of making an exit will be described. What are the critical success factors? And the main pitfalls to avoid? Just two of the many questions that will be addressed by experienced experts from audit firms, management consultancies and investment companies. Naturally, a number of life sciences entrepreneurs who have made successful exits will also be sharing their personal experiences.

CHAIR: **JAN-WILLEM DE GROOT**, SENIOR MANAGER CAPITAL MARKETS AT PWC

CONFIRMED SPEAKERS:

- **ERIK MANTING PHD**, EXECUTIVE DIRECTOR LIFE SCIENCES & HEALTHCARE AT KEMPEN & CO CORPORATE FINANCE B.V.
- **JASPER BOS**, SENIOR DIRECTOR MS VENTURES
- **LUC DOCHEZ**, CEO TUSK THERAPEUTICS, FORMER CBO OF PROSENSA THERAPEUTICS

14:30-15:15 Break

15:15-15:45 College Tour hosted by

INEZ DE GREEF, CEO TREEWAY AND CO-FOUNDER OF 3D-PHARMXCHANGE

15:45-16:00 Announcement winner Investors Forum hosted by

16:00-16:45 Final keynote lecture by **DR. MARCO TIMMERS**, CHIEF SCIENTIFIC OFFICER AT SYNTHON BIOPHARMACEUTICALS BV

16:45-17:00 Wrap up and closing ceremony

17:00-18:30 Reception

