

## **Deal-Making in the Headwinds: How Will Market and Political Pressures Impact Biopharma Deals in 2016?**

Gateway Ballroom 104, Ground Level, South Building

Thursday, June 9, 2016, 10:00 a.m. – 11:15 a.m.

Sponsored by: *inVentiv Health Consulting*

After a record-breaking year for deal-making, 2016 is shaping up to be a challenging year. With increasing scrutiny of pricing practices further magnified in a Presidential election year, mounting pressure on biopharma companies to recoup their investments and a volatile stock market, the industry is facing serious headwinds in the year ahead. Will these challenges have deal-makers cooling their heels in a “wait and see” approach or will they throw caution to the wind and forge ahead, despite the uncertainty?

Session attendees will hear updated findings from two unique, forward-looking measures of deal-making in the industry – the inVentiv Health Consulting Dealmakers’ Intentions Study (formerly Campbell Alliance) and the BIO One-on-One Partnering Forecast. Based on a survey of more than 150 industry executives and business development professionals, Dealmakers’ Intentions provides insight into what will likely drive the industry’s partnering and M&A efforts moving forward and the implications for deal-making over the next year or more. Now in its eighth year, analysis will include year-over-year trends, deal metrics and broader M&A data.

Additionally, a highly distinguished panel of deal-makers will explore the impact these market forces will have on pharmaceutical and biotech companies as they strive to make the next big deal.

### **Moderators:**

- Neel Patel, Vice President, inVentiv Health Consulting

### **Speakers:**

Sougato Das, Director, Partnering, Biotechnology Innovation Organization (BIO)

### **Panelists:**

- Henry Gosebruch, Executive Vice President and Chief Strategy Officer, AbbVie
- James Healy, General Partner, Sofinnova Ventures
- Christian Hordo, Senior Director, Business Development, Juno Therapeutics
- Ellen Lubman, Vice President, External Science & Innovation, Allergan Plc
- Tom Zioncheck, Global Head, Business Development for Neuroscience, Ophthalmology, Metabolic Disease, Research Tools and Technology, Genentech



### **Neel Patel, Vice President, inVentiv Health Consulting**

Neel Patel brings to Campbell Alliance more than 15 years of experience advising companies primarily focused in life-sciences and healthcare. He has a broad network in the life-sciences private equity community, management consulting, corporate development, and transaction advisory work. Mr. Patel has completed regional and cross-border M&A, licensing, and financing transactions for biotech and large pharma companies, and has over eight years of management consulting experience with clients across several industries to improve their competitive positions through a combination of growth, cost-cutting, and asset effectiveness initiatives. Before joining Campbell Alliance, Mr. Patel was a member of Burrill & Company’s Merchant Banking Group where he managed strategic transactions for clients through advisory work. Transactions included mergers and acquisitions, partnering/licensing, and financing. Prior to that role, Mr. Patel was a management consultant with AT Kearney and Mercer Management Consulting. His experience includes strategy and operations consulting to international corporate clients in Pharmaceuticals, Biotech, Healthcare, Diagnostics, High Tech, and Consumer Goods.



**Sougato Das, Director, Partnering, Biotechnology Innovation Organization (BIO)**

Sougato is the Director of Partnering at BIO, leading the team of 25+ resources who support partnering at BIO2016. Additionally Sougato heads partnering strategy and innovation, advancing BIO's partnering products and services to meet conference and year-round partnering needs. Prior to BIO, Sougato was a senior consultant at CSC Life Sciences, consulting at J&J, Merck, GSK, Sanofi, IMS Health, Siemens Medical and Parexel. Thereafter he worked at Thomson Reuters Life Sciences, creating Cortellis and related pipeline and clinical offerings. Sougato holds a BS in Electrical Engineering and Masters in Information Science, both from Penn State.



**Henry Gosebruch, Executive Vice President and Chief Strategy Officer, AbbVie**

Henry Gosebruch is Executive Vice President and Chief Strategy Officer at AbbVie, a global pharmaceutical company employing approximately 28,000 people and marketing medicines in more than 170 countries. As a member of AbbVie's Executive Leadership Team, he is responsible for Corporate Strategic Planning, Licensing and Acquisitions, Alliance Management, Venture Capital Investments, and Early Stage Collaborations. Henry's focus is to continue the advancement of AbbVie's corporate strategy and to identify external opportunities to complement AbbVie's internal innovation with partnered innovation in order to bring a consistent stream of innovative new medicines to patients worldwide.

Henry joined AbbVie in 2015. Prior to his AbbVie appointment, Henry was Co-Head of J.P. Morgan's North American Mergers & Acquisitions Group based in New York. He was a member of J.P. Morgan's M&A group for more than 20 years where he worked on announced M&A transactions in excess of \$375 billion in total value involving companies in more than 20 countries.

Henry graduated from the Wharton School at the University of Pennsylvania in 1995. He is a member of the advisory board for the Life Sciences & Management Program at the University of Pennsylvania.

**James Healy, General Partner, Sofinnova Ventures**

Jim joined Sofinnova in 2000 as a General Partner. He focuses on funding private and publicly traded bio-pharmaceutical companies. He has financed and served on the board of ten companies which received drug approvals from either FDA or EMA. Jim represents Sofinnova on the board of directors of Amarin (AMRN), Ascendis (ASND), Auris (EARS), Coharus (CHRS), Edge (EDGE), Natera (NTRA), Iterum, Obseva, and Nucana. Previous investments and board memberships include Anthera Pharmaceuticals (ANTH), Collective Therapeutics (acquired by AstraZeneca), CoTherix (CTRX, acquired by Actelion), Durata Therapeutics (DRTX, acquired by Actavis), InterMune (ITMN, acquired by Roche), Movetis (MOVE, acquired by Shire), Nextwave Pharmaceuticals (acquired by Pfizer), Novacea (NOVC, merged with Transcept), Preglem (acquired by Gideon Richter), Prestwick (acquired by Biovail), and Salveo Specialty Pharmacy (acquired by Catamaran).

Prior to Sofinnova, Jim worked at Bayer (Miles) and Sanderling. In 2011, Jim won the IBF Risk Innovator Award and was named as one of the industry's top leading Life Science investors in 2013 by Forbes Magazine. Jim has authored or co-authored thirteen peer reviewed articles and invited reviews, including three papers published in Nature.

Jim received his MD and PhD in Immunology from Stanford University, through the NIH Medical Scientist Training Program. He was a Beckman Scholar, received a Novartis Bursary Award and performed neuroscience research at the University Of Virginia. Jim graduated with a BA in Molecular Biology and a BA in Scandinavian Studies from the University of California at



Berkeley where he graduated with Honors and received a Departmental Citation. Previously, Jim served as a member of the Executive Board of the College of Letters and Science at the University of California Berkeley and has lectured on entrepreneurship at Stanford University. Jim currently is a Director on the Board of the National Venture Capital Association (NVCA) and the Board of the Biotechnology Industry Organization (BIO).



**Christian Hordo, Senior Director, Business Development, Juno Therapeutics**

As the leader of Juno's business development efforts, Christian Hordo directs the growth of the BD group, chairs the cross-functional committee which sets the company's partnering strategy, and specializes in complex transactions with innovative structures. Juno has been one of the most prolific deal makers in the immuno-oncology space, consolidating best-in-class products and technologies around its cell therapy platform. Christian has served as the principal negotiator on multiple major licensing deals and acquisitions at Juno, most notably the broad strategic collaboration with Celgene, which brought in over \$1 billion in capital.

Prior to joining Juno, Christian spent five years at Genentech in business development, executing numerous transactions, including the \$150M upfront IDO license agreement with NewLink Genetics. While at Genentech, he also served as Project Team Leader, leading a cross-functional team to progress a novel therapeutic through IND-enabling studies.

Christian earned his MBA from Harvard Business School, graduating with high distinction as a Baker Scholar. Prior to that, he performed his graduate research in Microbiology at the University of Toronto and completed his undergraduate degree in Psychology at McGill University. He has co-authored papers in PNAS and Developmental Biology. He also spent several years as an entrepreneur, founding and ultimately selling a successful online company.



**Ellen Lubman, Vice President, External Science & Innovation, Allergan Plc**

Ellen came to Allergan after joining predecessor company, Forest Laboratories, in February 2014 as Vice President, Strategy and Innovation

Ellen's mandate is to bring novel initiatives, products and opportunities to Allergan's pipeline and increase the company's access to scientific and structural innovation in defined areas of therapeutic expertise.

Ellen has 15+ years of experience throughout the biopharmaceutical industry. Ellen started her career as a pharmaceutical representative with Abbott Laboratories then joined investment banking firm, Robertson Stephens, as a Biotechnology equity research analyst during the height of the genomics revolution, focused on early stage drug discovery and development companies. After completing her MBA from Stanford Graduate School of Business with a focus on Global Management, Ellen joined as a founding member of a biotechnology private equity fund, Celtic Pharma. Ellen has worked with venture capital funds, seed-stage, biotech and pharma companies, in business and corporate development, operations and strategy roles, including Amgen, Kadmon Corporation and Bristol-Myers Squibb where she was instrumental in executing on the "String of Pearls" targeted growth strategy.



**Tom Zioncheck, Global Head, Business Development for Neuroscience, Ophthalmology, Metabolic Disease, Research Tools and Technology, Genentech**

Thomas Zioncheck, Ph.D., is currently Genentech's Global Head of Business Development for Neuroscience, Ophthalmology, Metabolic Disease, and Research Tools and Technology. He is responsible for sourcing, evaluating, and negotiating transactions in support of building and growing Genentech's Research and Early Development pipeline. Thomas and his team were responsible for in-licensing Genentech's lead programs in the areas of neurodegeneration, pain, and ocular drug delivery. More recent transactions have focused on drug discovery platform and natural product deals including collaborations with Arvinas, Peptidream, and Fundacion Medina.

Thomas started his career at Genentech as a Postdoctoral Fellow in 1988. He was then hired as a Genentech Scientist and was subsequently promoted into roles of increasing responsibility and impact including Senior Scientist, Project Team Leader, and Development Sciences Director. He has made numerous drug development contributions to IND and BLA filings, co-authored 30 scientific papers, and is co-inventor on 6 patents.