



BD FORUM PROGRAM*

Day 1 – Wednesday 3 March			
12:30pm - 7:00pm	Conference Registration		
2:00pm - 4:00pm	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> Presentation Skills Training Workshop <ul style="list-style-type: none"> presenting for business success <i>Rebecca Wilson, Director, Buchan Consulting Pty Ltd</i> </td> <td style="width: 50%; vertical-align: top;"> Protect Your Technology Agenda: an Introduction to Risk Communication <ul style="list-style-type: none"> Communicating in controversy or situations of high concern Introduction to risk communication theory and practice <i>Dr Andrew Powell, CEO, Asia BioBusiness, Singapore</i> </td> </tr> </table>	Presentation Skills Training Workshop <ul style="list-style-type: none"> presenting for business success <i>Rebecca Wilson, Director, Buchan Consulting Pty Ltd</i>	Protect Your Technology Agenda: an Introduction to Risk Communication <ul style="list-style-type: none"> Communicating in controversy or situations of high concern Introduction to risk communication theory and practice <i>Dr Andrew Powell, CEO, Asia BioBusiness, Singapore</i>
Presentation Skills Training Workshop <ul style="list-style-type: none"> presenting for business success <i>Rebecca Wilson, Director, Buchan Consulting Pty Ltd</i>	Protect Your Technology Agenda: an Introduction to Risk Communication <ul style="list-style-type: none"> Communicating in controversy or situations of high concern Introduction to risk communication theory and practice <i>Dr Andrew Powell, CEO, Asia BioBusiness, Singapore</i>		
4:15pm – 5:30pm	Site Visit to BioSA Incubator, Thebarton (<i>coach departs from Stamford Grand Adelaide Hotel</i>)		
6:00pm – 9:00pm	Bio Innovation SA Networking Forum		
Day 2 – Thursday 4 March			
7:30am – 8.45am	AusBiotech SA Branch Breakfast – conference delegates welcome to attend “What’s Really Happening Across the Ditch?” – the current landscape and emerging opportunities in New Zealand’s bioeconomy <i>Bronwyn Dilley, CEO NZBIO</i> <i>sponsored by Phillips Ormonde Fitzpatrick</i>		
7:30am – 9:00am	Conference Registration		
9:00am	Official Welcome <i>Dr Deborah Rathjen, Chair, AusBiotech Ltd and Dr Jurgen Michaelis, Chief Executive Officer, Bio Innovation SA</i>		
9.00am-10.00am	2009 Year in Review <i>Dr Anna Lavelle, CEO AusBiotech Ltd</i> <i>Tanya Solomon, Associate Director, RBS Morgans Limited; 2009 AFR Starmine Award Winner: Top Stock Picker for the Health Care Industry</i> <i>Chair: Dr Deborah Rathjen, Chair, AusBiotech Ltd</i>		
10:00am – 10:30am	Morning Tea		
10.30am-11.30am	The US Market for Biotech-Pharma Deals - Latest trends and the impact of healthcare reform <i>Peter Molloy, President, SYN thesis med chem USA Inc</i> <i>Chair: Jim Henderson, General Manager Commercialisation – Life Sciences, NewSouth Innovations Pty Ltd</i>		
11.30am-12.15pm	Update from the Frontline: a selection of international patent “war stories” <i>Dr Justin Coombs, Associate, Phillips Ormonde Fitzpatrick</i> <i>Chair: Glenn Cross, COO, AusBiotech Ltd</i>		

sponsored by Phillips Ormonde Fitzpatrick

**Current as at 14 February 2010 – subject to change*

Day 2 – Thursday 4 March – continued. . .	
12.15pm - 1.00pm	Lunch
1.00pm – 3.30pm	<p>Deal Valuation and Deal Analysis</p> <ul style="list-style-type: none"> • Different deal structures and impact on valuation • Important deal metrics (value share, IRR) • Interpretation of press releases and deal analysis <p>Ralph Villiger, Partner, Avance, Co-author of “Valuation in Life Sciences – A Practical Guide” <i>Chair: Dr Leigh Farrell, Vice President Business Development, Biota Holdings Ltd</i> <i>sponsored by State Government of Victoria</i></p>
3:30pm – 4:00pm	Afternoon tea
4:00pm – 5.00pm	<p>Building a Valuation Model: Where to Start An overview of the types of information required to build a valuation model and where to find it, including:</p> <ul style="list-style-type: none"> • Where to find freely available information • Subscriber based products <p>Joy Hewitt, Director Business Development, Biota Holdings Ltd Rationale and value of using databases for Business Development – what Google can’t do for your business Michaela White, Principal Consultant – Life Sciences, Asia Pacific, The Healthcare & Science Business of Thomson Reuters <i>Chair: Dr Stuart Hazell, Managing Director, Fusidium Pty Ltd</i> <i>sponsored by Thomson Reuters</i></p>
6:30pm – 9:30pm	Conference Dinner – Lido Ristorante
Day 3 – Friday 5 March	
9:00am – 10:30am	<p>Managing the Alliance</p> <ul style="list-style-type: none"> • Managing the Alliance, case studies: Genentech, Abbott, CSL, Cancer Therapeutics - Dr Julian Clark, Walter & Eliza Hall Institute • Managing the Alliance from a “Big Pharma” perspective - Dr Phil Kearney, Director Licensing and External Research, Merck Sharp & Dohme • Managing partners and tips for success, case study: partnering of LBT Innovations with bioMerieux for commercialisation of technology product - Lusia Guthrie, CEO & Managing Director, LBT Innovations Ltd <p><i>Chair: Glenn Cross, COO, AusBiotech Ltd</i></p>
10:30am – 11:00am	Morning tea
11:00am – 1:00pm	<p>“On the Couch” – Q&A session <i>Facilitator: Hamish Hawthorn, CEO, ATP Innovations Pty Ltd</i></p> <ul style="list-style-type: none"> • Delegates to submit questions in advance during conference. Theme: “Companies’ Strategies over the Next Three Years - Future Plans and Options” • Participants: <ul style="list-style-type: none"> • Dr Ashley Bates, Head of R&D Alliances, GlaxoSmithKline Australia Pty Ltd • Dr Dean Moss, General Manager Life Sciences, Uniquest Pty Ltd; • Dr Deborah Rathjen, Chair, AusBiotech Ltd and CEO, Bionomics Ltd; • Tanya Solomon, Associate Director, RBS Morgans Limited
1:00pm – 2:00pm	Lunch and Conference Close - Dr Anna Lavelle, CEO, AusBiotech Ltd