

Fit for Health 2.0
International Life Science Business Strategy Training on
Innovative Business Solutions and Smart Financing
October 12, 2017, Berlin (Germany)

Agenda (draft)

Thursday, October 12, 2017

Berlin Partner für Wirtschaft und Technologie, Fasanenstraße 85, 10623 Berlin

Moderation: Jörg Scherer, European Research and Project Office GmbH (Germany)

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

09:00 – 09:10 **Welcome**
Ines Haberl, Austrian Research Promotion Agency FFG (Austria)

09:10 – 09:30 **Welcome & Introduction to the Cluster Health Capital**
Anke Wiegand, Berlin Partner für Wirtschaft und Technologie (Germany)
Bettine Gola, Berlin Partner für Wirtschaft und Technologie (Germany)

09:30 – 10:50 **Valuation and Negotiation in Life Sciences Part 1**
Patrik Frei, Venture Valuation (Switzerland)

10:50 – 11:20 Coffee break

11:20 – 12:50 **Valuation and Negotiation in Life Sciences Part 2**
Aitana Peire, Venture Valuation (Switzerland)

12:50 – 13:50 Lunch

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13:50 – 14:50 **Innovative Business Planning around Intellectual Property (IP)**
 – with a specific focus on Life Science Companies
Sebastian Tegethoff, 24 IP Law Group (Germany)

14:50 – 15:20 Coffee break

15:20 – 16:20 **Understanding the business development opportunity in**
Healthcare / Life Science
Morris Berrie, TTS Global Initiative (United Kingdom)

16:20 – 16:50 **Questions and Answers**

16:50 End of event



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Short information about speakers & trainers:

Patrik Frei



Dr Patrik Frei is founder and CEO of Venture Valuation AG, Switzerland. He started the company in 1999 when he noticed a need for independent valuation services in high growth industries during a collaboration with Novartis Venture Fund, which became his first client. Since then he has been involved in over 400 valuations around the globe for investors as well as Biotech, Pharma and Medtech companies. From 2013 to 2015 Patrik built the APAC Office of Venture Valuation in Singapore. Venture Valuation also runs Biotechgate, a global Life Sciences database including company/product profiles, deal information and investors. Patrik graduated from the Business University of St.

Gallen in Finance and completed his PhD thesis ("Assessment and valuation of high growth companies") at the Swiss Federal Institute of Technology, EPFL Lausanne. Patrik was a board member and one of the original founders of Ineo (holding company of the Swiss dental implant VC-backed firm Thommen Medical). Furthermore, Patrik was member of the board of Kleinkraftwerk Birseck AG (KKBN:Berne) a publicly quoted cleantech company. Patrik's articles have been published in a number of scientific journals including "Nature Biotechnology", "Drug Discovery Today" and other business publications ("Starting a Business in the Life Sciences: From Idea to Market" and "Building Biotechnology: Starting, Managing, and Understanding Biotechnology Companies").

He has also lectured at Seoul National University, South Korea, EPFL Lausanne, University of St. Gallen, Trinity College Dublin and gives regular workshops on valuation in Asia, Europe and the US. Patrik is also a reviewer for the Nature journals.

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 is specialized 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.



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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.

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.