

17 November 2015, TKP Convention Center, New York

7.50	Registration		
8.50	Chairman Remarks		
	OPENING ADDRESS (Empire Ball Room)		
8.50	Opening Address		
	KEYNOTE PANEL (Empire Ball Room)		
8.55	<p>New York City as a life science powerhouse</p> <ul style="list-style-type: none"> • How to drive innovation, development and growth of New York's life sciences industry • Playing to its strengths: directing the financial muscle of NYC onto academic innovation • From vision to reality: how to turn scientific ideas to commercial reality in NYC • Ensuring science that gets discovered in NYC gets developed in NYC • Collaboration innovation: lessons from New York Genomics Centre 		
	TRANSLATION PANEL (Empire Ball Room)		
9.55	<p>Accelerating translation and encouraging collaboration</p> <ul style="list-style-type: none"> • Boosting translation in New York biotech and life sciences • How to ensure that NYC capitalizes and exploits IP generated in institutes and turn that into commercial viability • How to fund the development and commercialization of translatable science • How are institutions becoming de facto VCs through the lack of early stage venture money • What are the remaining bottlenecks that must be overcome 		
10.35	Morning coffee		
	EARLY-STAGE FUNDING AND PARTNERING (Empire B)	NEW FRONTIERS IN LIFE SCIENCE INVESTMENT (Empire A)	HEALTHEX CEO / CFO FORUM (Bryant Park)

11.05	<p>Spurring early stage venture funding and financing</p> <ul style="list-style-type: none"> • Is NYC seen as slow to venture? • Investing to spur growth in new & emerging tech and innovation sectors in NYC • How to feed Angel and Seed Fund appetites in life sciences and health tech? • How are early stage investors viewing the nascent eco-system in New York? • How should NYC be optimising the use of its academic excellence, clinical strength and translational centers? 	<p>Filling the gap through venture philanthropy</p> <ul style="list-style-type: none"> • How is venture philanthropy's growing importance being recognized in the industry? • To what extent can venture philanthropy be the answer to funding disruptive innovation? • When is it at its most effective and decreasing barriers to commercial development? • How can it be developed alongside traditional venture capital and other industry stakeholders? • What are some of the most recent key investments and partnerships that are making a difference? 	<p>HealthEx New York is a closed door, off the record, invite only forum, where CEOs, CFOs and Chairmen of listed life science and healthcare companies debate ideas and strategies for growth and partnerships, investor engagement and education; problem solve fundraising and capital challenges and come together to share ideas on how to promote and cultivate a strong and vibrant environment for life science investment.</p> <p>How and where will you grow?</p> <ul style="list-style-type: none"> • How should current trends in deal structures, M&A and licensing inform your strategy? • Moving into new markets vs expanding your share in existing markets • What should CEO's focus on when searching for collaborations or partnerships?
11.45	<p>Corporate venture: where is the real value add?</p> <ul style="list-style-type: none"> • How is the life science investment environment changing under CVC involvement? • How can the NYC eco-system employ corporate venture? • Syndication strategies and collaboration challenges • Defining and achieving successful investments. What impact is that having on CVC's strategies? • Examples of recent investments 	<p>Meeting the demands of growth and late stage capital</p> <ul style="list-style-type: none"> • Is the asset class of VC in a good place right now? • How are VCs perceiving value and risk in today's climate? • What emerging models are there that might change the funding paradigm • Is the West Coast valuation bubble hurting entrepreneurs on the east coast? • The role of private equity, hedge funds and family offices in funding life sciences 	<p>Creating and unlocking value</p> <ul style="list-style-type: none"> • How can value be made more transparent for stakeholders, allowing them to recognize value in more timely ways? • How can biotech companies recapture some of the value they gave away in recent years because of market pressures? • How can capital be used more efficiently allowing companies' resources to be deployed in ways that create the most value?
12.25	<p>When Pharma comes knocking: early stage collaborative models</p> <ul style="list-style-type: none"> • Accessing external innovation via peer-to-peer interactions with teaching hospitals and medical schools? • Will the trend of big pharma partnering earlier and earlier continue, and what is it's impact? • What makes for a great partnership or collaboration: defining the key success factors? • How to ensure early stage partnerships turn into late stage programs and successes? 	<p>Licensing agreements: upfront payments, milestones and royalties</p> <ul style="list-style-type: none"> • What are some of the most innovative deal structures we've seen? What will we likely see next year? • Which collaborations are best to improve drug development and hedge R&D related risk • Internal and external factors influencing choice of agreements • Trends in up-front payments and milestone 	<p>Capital markets and alternative , financing strategies</p> <ul style="list-style-type: none"> • How can CEO's and CFO's take advantage of current capital market conditions? • Tapping PIPES, Follow-Ons and secondaries • What alternative financing strategies work best and why?

13.05	Networking Lunch		
	EARLY STAGE ROUNDTABLES (Empire B)	LATER STAGE FUND RAISING (Empire A)	HEALTHX CEO / CFO FORUM (Bryant Park)
14.05	<p style="text-align: center;">Intimate 12 person discussions</p> <p style="text-align: center;">Choose one from:</p> <ol style="list-style-type: none"> 1. How to value and protect your IP 2. How to engage Angel / Seed funders 3. How to receive funding from non-dilutive sources 4. How to raise investment through crowd funding 5. How to bridge the gap between debt and equity 	<p style="text-align: center;">Tales from the road: successful private financing deals</p> <p>CEOs from recent private funding rounds share their tips, tricks, war stories and key success factors from recent raises.</p>	<p style="text-align: center;">Investor engagement, education and communication</p> <ul style="list-style-type: none"> • How can the industry better educate and engage with the investor community? • What strategies work best and why? • Communication and continuous financial communication and IR
14.45	<p style="text-align: center;">Intimate 12 person discussions</p> <p style="text-align: center;">Choose one from:</p> <ol style="list-style-type: none"> 6. How to value and protect your IP 7. How to engage Angel / Seed funders 8. How to receive funding from non-dilutive sources 9. How to raise investment through crowd funding 10. How to bridge the gap between debt and equity 	<p style="text-align: center;">Success on the IPO trail</p> <ul style="list-style-type: none"> • What forces have been driving IPO, and are they here to stay? • What can we expect from the IPO window in 2016? • Will high valuations and a strong IPO market continue? • What impact is the mainstream investor appeal of Biotech having on the sector? • What external factors will impact market momentum? 	<p style="text-align: center;">Value and access evolving and shaping strategic opportunities</p> <ul style="list-style-type: none"> • Impact of greater scrutiny of drug pricing in the US from payers, politicians and the public have on investment • How is transformative innovation elevating patient care and population health in a period when financial sustainability and affordability might appear to be competing priorities • How will the pricing and reimbursement landscape play out and what impact will it have on medical innovation and reimbursement?
15.25	Afternoon refreshments		
	INVESTING IN R&D PANEL (Empire Ball Room)		
15.55	<p style="text-align: center;">Pharma's approach to supporting the next half a century of drugs and life science tech</p> <ul style="list-style-type: none"> • What does a commitment to investing in R&D mean to big pharma? • What are the tangible challenges to Pharma achieving the desired results? • What does reducing risk and improving productivity in R&D mean in today's climate? • What strategies are being employed to manage R&D risk? • How important will Pharma R&D productivity be as a key M&A driver in 2016? 		
	DEAL MAKERS PANEL (Empire Ball Room)		

16.35	<p>The realisation of M&A and beyond: the return of mega deals</p> <ul style="list-style-type: none"> • What are the best strategies to acquiring or being acquired? • How to reconcile relative valuations? • Trends in asset swaps and competitors becoming colleagues to drive innovation • Pharma-Pharma, Pharma-Biotech, Biotech-Biotech risk sharing deals
ANALYST PANEL (Empire Ball Room)	
17.15	<p>What's hot and what's not</p> <ul style="list-style-type: none"> • What will be driving macro trends and specific opportunities for 2016? • Where are the exciting new therapeutic and technology areas, and how can investors capitalise on them? • Where are analysts pointing investors at the moment? What are some of their favourite stories? • What lessons can be learned from the last 12 months?
17.55	Closing remarks and networking drinks reception