

WELCOME
To
The LES Mini-MBA

Sponsored by
The Financial Markets Sector
Committee

Chris Haase
Lionel Leventhal

Agenda

Classroom format

Please fill out the attendance list

- required for facilitation exercise this afternoon

Materials will be made available in electronic format after the meeting

Please leave your contact information

Give us your feedback

Join the Financial Markets Committee !

TODAY'S AGENDA

8:30 am - 9:15 am - Fundamentals of patent due diligence

**Speakers: Willem Gadiano, Partner, Nixon & Vanderhye
James Myers, Partner, Ropes & Gray**

9:15 am - 10:00 am - Fundamentals of market opportunity due diligence

Speaker: Troy Norris, Partner, LEK Consulting

10:00 am - 10:30 am - Break

10:30 - 11:15 am - Financial analysis and valuation

Speaker: Chris Haase, Associate Vice President, BTG Ventures

11:15 am - 12:00 pm - The perils of projections (they're called estimates for a reason)

Speaker: Mike Herman, Vice President, Royalty Pharma AG

12:00 pm - 1:00 pm - Lunch

1:00 pm - 1:45 pm - Partner selection, deal structures, technology / project management

Speaker: Alice Burt, Vice President, Legal and Intellectual Property Transactions, BTG International Inc.

1:45 pm - 2:15 pm - Reverse Networking Session

Facilitator: Lionel Leventhal

2:15 pm - 3:00 pm - Post Transaction Management/Execution

Speaker: Andrew Gesek, Associate Vice President, BTG International Inc.

3:00 pm - 3:30 pm - Break

3:30 - 4:15 pm - Negotiating the deal

Speaker: Chris Haase, Associate Vice President, BTG Ventures

4:15 pm - 5:00 pm - Personalities 101: How to deal with individuals and personalities as part of the licensing process

Speaker: Larry Schroepfer, Vice President, Intellectual Property Transactions, BTG International Inc.