

2nd Pharma Partnering Conference

14 - 15 October 2025, Boston

Dear Colleague



Welcome to the 2nd Pharma Partnering Conference: Driving Innovation Through Strategic Collaborations

In today's rapidly evolving pharmaceutical landscape, partnerships are more critical than ever for driving innovation, accelerating drug development, and improving patient outcomes. The **2nd Pharma Partnering Conference** brings together industry leaders, biotech innovators, and investors to explore the transformative power of collaborations across the value chain. Whether you're a large pharmaceutical company seeking new pipeline opportunities, a biotech startup looking for strategic alliances, or an investor evaluating early-stage ventures, this conference is designed to provide you with the insights and connections you need to succeed.



What to Expect?



Key Topics:

- 📌 **The Power of Partnerships:** Learn how collaborations across research, clinical development, and manufacturing are shaping the future of pharma.
 - 📌 **Deal-Making Strategies:** Discover best practices in structuring and executing deals that maximize value for all parties.
 - 📌 **Innovative Technologies:** Explore the role of AI in drug discovery, clinical trial designs, and diagnostics, moving beyond the hype to real-world applications.
 - 📌 **Investment Insights:** Gain an investor's perspective on what drives confidence in early-stage biotech companies and how to position your venture for success.
 - 📌 **Biotech and Big Pharma Collaborations:** Understand the complexities of deal-making between biotech companies and big pharma, and learn how to navigate these partnerships for mutual benefit.
- Join us** at the **Pharma Partnering Conference** and be part of the conversations that are shaping the future of the pharmaceutical industry. **Don't miss** this opportunity to connect, collaborate, and innovate!

Key Features:

- 📌 **Expert-Led Keynotes:** Hear from top industry executives and investors as they share their experiences and strategies for success in pharma partnerships.
- 📌 **Interactive Panel Discussions:** Engage with experts as they dive into the practical challenges and opportunities in deal-making, technology adoption, and partnership management.
- 📌 **Innovation Spotlight:** Discover innovative biotech and pharma companies showcasing their latest developments and partnership opportunities.
- 📌 **Speed Networking Sessions:** Take advantage of dedicated 1-on-1 meetings with potential partners, allowing you to explore new opportunities for collaboration.
- 📌 **Networking Opportunities:** Connect with peers, thought leaders, and potential partners in an environment designed to foster meaningful relationships and collaborations.

Why Attend?

- 📌 **Gain Actionable Insights:** From real-world case studies to strategic advice, you'll leave with practical knowledge that can drive your organization's success.
- 📌 **Discover New Opportunities:** Identify potential partners, collaborators, and investors that can help you accelerate your drug development and commercialization efforts.
- 📌 **Stay Ahead of Industry Trends:** Learn about the latest trends in AI, data-driven decision-making, and investment in the pharma and biotech space.
- 📌 **Expand Your Network:** Forge valuable connections with industry leaders, investors, and innovators, opening the door to new strategic partnerships.

Key Features at a Glance



Connect + Collaborate (1:1 Networking)

Real conversations. Real **partnerships**.




Talk + Transform

Connect with **like-minded** peers in topic-based networking circles.



Power Hour: Speed Connect

High **energy**, fast-paced **networking**.



Interactive Panel Discussions

Real industry challenges tackled by **experts live**.

Testimonials



Isabella Visconti

Founder
Visconti Alliance
Management



“The application of AI in drug development and the potential for future diagnostics - that’s a personal favorite. I truly believe it has the potential to revolutionize how we do drug development.”



Luis Correia

Founder and CEO
Basel Biotech Consulting
GmbH



“It was especially interesting to hear from one of the companies that managed to move from AI into clinical development candidates.”



Marcel Wuethrich

Global Chief Commercial &
Business Development
Officer

evoleen



“The Insilico talk on AI clearly showed how important solutions beyond the molecule are - to solve problems like improving adherence and reducing dropouts.”



Romain Hahn

Global Partnering Lead
Roche



“You had CMOs, CROs, biotechs, and big pharma all in one room. That created richer discussions.”



Delphine Demeestere

Director of External Innovation
Lonza



“Audience was great, maybe more variety in industry areas. It can be enlightening to learn from other industries.”



Benjamin Fischer

VP Global Alliance &
Integration Management
STADA Group



“Every conversation I had was relevant. I walked away with clear follow-up actions or next steps.”

Industry **Pioneers** Attending From



GSK  **Pfizer** *Lilly*  **MERCK**  **Roche** **sanofi** **AstraZeneca** 

 **Bristol Myers Squibb**  **NOVARTIS** **abbvie**  **Boehringer Ingelheim** **Johnson&Johnson**

AMGEN  **VERTEX**  **Genmab**  **GILEAD**  **Takeda**  **novo nordisk**

 **BAYER** **teva**  **Biogen**  **Daiichi-Sankyo** **CSL**  **Otsuka**  **Adaptimmune**

 **Mylan**  **astellas**  **VIATRIS** **SANDOZ** **BIONTECH** **moderna**

Confirmed Speakers:



Alex Chang

Senior Director, Business Development, Renal Pharmaceuticals

Fresenius Medical Care



Alex Zhavoronkov

CEO

Insilico Medicine



Amit Patel

Vice President

Indegene



Carla Bauer

Director, Oncology Search and Evaluation, Business Development & Licensing

Merck



Christiana Iyasere

Senior Director Technology Business Development and Accelerator

Dana-Farber Cancer Institute



Daksha Gupta

Manager

Indegene



Elena Diez Cecilia

Senior Director, External Innovation, Discovery, Product Development and Supply (DPDS)

Johnson & Johnson



Ester Caffarel-Salvador

Director, Strategic Innovation, Global Rare Diseases

Chiesi



Hong Xin

Senior Director, Oncology Scientific Innovation

Johnson & Johnson



Irene Blat

Senior Director, Search & Evaluation – Oncology

Servier Pharmaceuticals



Jessica O'Leary

Strategy and Operations Advisor

Delix Therapeutics



John Calvo

Executive Director, Business Development and Strategic Alliances

Bayer

Confirmed Speakers:



AllianceX
Consulting

Jukka Muhonen
President
AllianceXConsulting



Flagship
Pioneering

Keisha Thomas
VP, Strategy and Business
Development
Flagship Pioneering



Takeda

Leslie Cousens
Senior Director, GI Search &
Evaluation Lead, R&D BD Center
for External Innovation
Takeda



Opella.

Martha Page
Global Switch Commercial
Lead
Opella



Flagship
Pioneering

Michael Wong
Director of Business
Development and Strategy
Flagship Pioneering



astellas

Morten Sogaard
SVP, Head of Innovation Lab
Astellas



delix

Retsina Meyer
Head of Corporate Strategy
Delix Therapeutics



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Soumitra Ghosh
Senior Director, Business Development
& Licensing, Radiology
Bayer



LAXAI
Enriching life through innovation

Sripathy Venkatraman
CEO
LAXAI Life Sciences



Insilico
Medicine

Suguna Rachakonda
Vice President, Business Development
Insilico Medicine



NOVARTIS

Xiaodong Zhang
Director of Search & Evaluation,
Oncology and Hematology
Novartis

Conference Agenda

Day 0
13 OCT 2025

18:00 PRE-EVENT MEET & GREET

Kick off the experience with some drinks while taking advantage of early bird registration and the chance to connect with fellow delegates. As everyone starts arriving, this is the perfect opportunity to network, catch up with familiar faces, and meet new ones. Raise a glass, spark conversations, exchange handshakes, share smiles, and embrace the camaraderie—whether reconnecting with old friends or forming new bonds in the industry, everyone is warmly welcomed here!



Day 1
14 OCT 2025

8:20 Chairperson's Opening Remark

Jukka Muhonen, *President, AllianceXConsulting*

8:30 Find Your Circle

Start the day your way — choose the topic that speaks to you, share your thoughts, and meet others who share your passion.

Jukka Muhonen, *President, AllianceXConsulting*

9:00

Keynote Fireside Chat: Powering Pharma Innovation Through Partnerships — From Discovery to Patient Impact

- How early-stage partnerships can spark innovation
- New ways to structure deals that unlock bold ideas
- Building partnerships that balance agility, governance, and trust

Keisha Thomas, *VP, Strategy and Business Development, Flagship Pioneering*

9:30

Keynote: Innovation After Acquisition: The Bayer-Vividion Model for the Future of Collaboration

Can big pharma acquire innovation without stifling it? In this keynote, Bayer will share how they are rewriting the playbook for post-acquisition collaboration. Learn how Vividion Therapeutics chose Bayer's arm's-length acquisition model, and how they retain the agility of a biotech while leveraging Bayer's global infrastructure. This session will reflect on the lessons learned, the challenges of balancing independence with integration, and what their journey reveals about the future of pharma-biotech partnerships.

John Calvo, *Executive Director, Business Development and Strategic Alliances, Bayer*

10:00

Panel Discussion: Identifying and Evaluating Potential Partners and External Pipeline: Building Strategic Collaborations

- Sourcing external innovations and identifying promising partners.
- Criteria for evaluating strategic fit, including scientific and cultural alignment.
- Conducting due diligence: regulatory, financial, and technical assessments.
- Structuring partnerships: licensing, joint ventures, and strategic alliances.
- Leveraging technology to improve partner selection and portfolio management.
- Navigating big pharma's priorities, including scalability, innovation potential, and market fit.

Elena Diez Cecilia, *Senior Director, External Innovation, Discovery, Product Development and Supply (DPDS), Johnson & Johnson*

Ester Caffarel-Salvador, *Director, Strategic Innovation, Global Rare Diseases, Chiesi*
Alex Chang, *Senior Director, Business Development, Renal Pharmaceuticals, Fresenius Medical Care*

Xiaodong Zhang, *Director of Search & Evaluation, Oncology and Hematology, Novartis*

10:30 Networking & Coffee Break

11:00

Panel Discussion: Deal Making in Pharma & Biotech: Building Trust, Transparency, and Strategic Partnerships

- How can biotech firms effectively engage KOLs and ensure data maturity to attract pharma and investor interest?
- What motivates big pharma and investors in strategic partnerships, and how can biotechs align with these expectations?
- The importance of open, consistent communication to avoid “ghosting” and build trust throughout the partnership process.
- Lessons learned from complex deal-making: what has worked, what hasn't, and how to navigate the challenges of high-stakes collaborations.

Hong Xin, Senior Director, Oncology Scientific Innovation, **Johnson & Johnson**

Retsina Meyer, Head of Corporate Strategy, **Delix Therapeutics**

Carla Bauer, Director, Oncology Search and Evaluation, Business Development & Licensing, **Merck**

Irene Blat, Senior Director, Search & Evaluation – Oncology, **Servier Pharmaceuticals**

11:30

Panel Discussion: Unlocking Deal Value – Strategic Drivers Across the Business Development Life Cycle

- Understanding value drivers at every stage of the BD life cycle.
- Approaches to negotiating and structuring high-value deals.
- Aligning partner goals and managing expectations for long-term collaboration.
- Mitigating risks and addressing uncertainties in partnerships.
- Leveraging data and digital tools to enhance deal-making processes.

Christiana Iyasere, Senior Director Technology Business Development and Accelerator, **Dana-Farber Cancer Institute**

John Calvo, Executive Director, Business Development and Strategic Alliances, **Bayer**

Suguna Rachakonda, Vice President, Business Development, **Insilico Medicine**

12:00

Panel Discussion: Structuring Successful Deals and Collaborations – Practical Tips, Pitfalls, and Best Practices

- Key elements of a well-structured licensing or collaboration deal.
- Common pitfalls and mistakes to avoid during deal negotiations.
- Balancing risk, reward, and relationship management for long-term success.

Hong Xin, Senior Director, Oncology Scientific Innovation, **Johnson & Johnson**

Soumitra Ghosh, Senior Director, Business Development & Licensing, Radiology, **Bayer**

Alex Chang, Senior Director, Business Development, Renal pharmaceuticals, **Fresenius Medical Care**

12:30 Networking Lunch

13:30

Power Hour: Speed Connect

Get ready for a high-energy networking session designed to spark meaningful connections fast. Power Hour: Speed Connect pairs participants in quick, timed rounds, giving everyone the chance to introduce themselves and uncover collaboration opportunities.



14:15

Innovation Spotlight: Commercial Due Diligence Support for New Value-Added Dosage Forms Across the US, UK and EU4.

Indegene examined the market potential and provided a 5-year forecast for three oncology drugs that included pricing and demand estimations using secondary and primary market research in these countries.

Amit Patel, Vice President, **Indegene**

Daksha Gupta, Manager, **Indegene**

14:30

Fireside Chat: From Big Pharma to Biotech: What I Learned About How Deals Really Get Done

Having worked across big pharma, mid-sized biotech, and startups, Alex brings a rare perspective on deal-making. He'll contrast the expectations, decision-making, and negotiation dynamics across these worlds – and share what each can learn from the other when it comes to building lasting partnerships.

Alex Chang, Senior Director, Business Development, Renal Pharmaceuticals, **Fresenius Medical Care**

15:00

Fireside Chat: Why 90% of Partnerships Fail – And How to Build the 10% That Last

A candid look at the realities of pharma-biotech dealmaking, the pitfalls that sink most collaborations, and the principles that define the rare partnerships that endure and deliver value.

Carla Bauer, Director, Oncology Search and Evaluation, Business Development & Licensing, **Merck**

15:30 Networking & Coffee Break

Conference Agenda

Day 1
14 OCT 2025

16:00

CONNECT + COLLABORATE

Your Time to Connect—No Distractions, Just Opportunities.

Forget the small talk. You've got 45 focused minutes to build real connections. Book your 1:1s ahead of time through the app, or dive into spontaneous conversations onsite. This is where partnerships begin—and where ideas get personal.

Venue: **Meeting Zone**



TALK + TRANSFORM

Table A: Maximizing Value in Biopharma—CDMO Partnerships: Moving Beyond a Vendor Model

Sripathy Venkatraman, *CEO*, LAXAI Life Sciences

Table B: Commercial Due Diligence in Pharma: Unlocking Market Potential and Revenue Growth

Amit Patel, *Vice President*, Indegene

Daksha Gupta, *Manager*, Indegene

Venue: **Conference Room**



16:45 Chairperson's Closing Remarks

17:00 End of Day 1

9:00 Chairperson's Opening Remark

Ester Caffarel-Salvador, Director, Strategic Innovation, Global Rare Diseases, Chiesi

9:05

Partnership Foundations: Rewriting the Rules of Collaboration

Step back to what really makes collaborations work — the human and strategic foundations. Beyond the mechanics of deals and contracts, true partnerships succeed when they are built on trust, purpose, and alignment. This interactive session gives you the chance to explore two cornerstones of success:

Table A: Rewriting the Rules: Patient-Centered Partnerships

How do we move beyond lip service and embed patient perspectives into every decision? Explore how partnerships can become more meaningful by keeping patients at the center of innovation and outcomes.

Christiana Iyasere, Senior Director Technology Business Development and Accelerator, Dana-Farber Cancer Institute

Table B: Getting the Fit Right – Why Strong Partner Alignment Is the Real Game-Changer

Partnerships can rise or fall on alignment. What does it take to find the right fit, balance priorities, and build relationships that last? Join this conversation to share experiences and uncover strategies that make alignment the strongest predictor of success.

Leslie Cousens, Senior Director, GI Search & Evaluation Lead, R&D BD Center for External Innovation, Takeda

9:45

Panel Discussion: Emerging Business Models in Pharma Partnerships

- New Collaboration Models: How platform partnerships, risk-sharing models, and venture studio collaborations are reshaping pharma alliances, with a focus on strong partner alignment and cultural fit to ensure long-term success?
- Partnering with Non-Traditional Players: Engaging with tech companies, AI startups, and digital health innovators – opportunities and complexities.
- Sustainability and Value-Based Partnerships: Structuring collaborations around shared outcomes, ESG goals, and long-term patient impact, while emphasizing leadership and proactive alliance management for stability.

Michael Wong, Director of Business Development and Strategy, Flagship Pioneering
Jessica O'Leary, Strategy and Operations Advisor, Delix Therapeutics

10:15 Networking & Coffee Break

10:45

Panel Discussion: Strategic Deal Execution – Overcoming Challenges and Maximizing Success

- Overcoming operational and regulatory challenges during collaborations.
- Best practices for negotiating and aligning interests to establish successful, long-term collaborations.
- Ensuring flexibility and adaptability in deal execution.
- Real-world examples of overcoming obstacles in partnerships.
- Strategies for managing conflicts and maintaining alignment between partners.
- Case studies of successful and challenging deals.

Carla Bauer, Director, Oncology Search and Evaluation, Business Development & Licensing, Merck
Soumitra Ghosh, Senior Director, Business Development & Licensing, Radiology, Bayer
Alex Chang, Senior Director, Business Development, Renal Pharmaceuticals, Fresenius Medical Care

11:15

Case Study: Rx to OTC Switch: Unlocking Transformational Growth Through Global Practice Capabilities

- Discover how Rx-to-OTC switches transform categories, address critical public health needs, and drive long-term business value.
- Understand the development process for switching prescription medicines to consumer-friendly, non-prescription products in the US and globally.
- Consider how new US regulatory pathways are expanding self-care opportunities in previously untapped therapeutic areas.

Martha Page, Global Switch Commercial Lead, Opella

11:45

Fireside Chat: AI-Driven Drug Discovery – How to Effectively Partner with Tech Companies?

- How to select the right AI tech partners for drug discovery?
- Overcoming challenges in integrating AI into drug development pipelines.
- Aligning pharma and tech companies to enhance drug discovery outcomes.
- Navigating regulatory and IP considerations in AI collaborations.
- Building transparent, long-term partnerships to foster innovation.

Morten Sogaard, SVP, Head of Innovation Lab, Astellas

12:15 Networking Lunch

13:15

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14:00

Innovation Spotlight: Safely Scaling Innovation in Hazardous Chemistry – Capabilities in Hazardous Drug Substance Production

Sripathy Venkatraman, CEO, LAXAI Life Sciences

14:15

Fireside Chat: The Impact of AI, Digital Health, and Big Data on Pharma Collaborations

- How are AI, digital platforms, and big data transforming the way pharma companies identify, evaluate, and engage with partners?
- What are the key considerations for integrating digital health tools into collaborative models across R&D, clinical, and commercial functions?
- How can organizations ensure data quality, security, and interoperability while driving innovation through partnerships?
- Are traditional partnership models evolving fast enough to keep pace with emerging tech capabilities?

Alex Zhavoronkov, CEO, Insilico Medicine

14:45

Panel Discussion: Building Resilient Pharma Alliances: Flexibility, Leadership, and Innovation

- How adaptable agreements help pharmaceutical companies respond to market shifts, regulatory changes, and evolving technologies, ensuring that partnerships can weather unexpected challenges?
- The importance of top-level leadership commitment to accelerate negotiations, remove bottlenecks, and make quick, informed decisions that keep projects on track.

- How AI is reshaping the design and execution of partnership deals, while also introducing complexities around data management, security, and integration across stakeholders in the partnership?

Carla Bauer, Director, Oncology Search and Evaluation, Business Development & Licensing, Merck
Christiana Iyasere, Senior Director Technology Business Development and Accelerator, Dana-Farber Cancer Institute

Xiaodong Zhang, Director of Search & Evaluation, Oncology and Hematology, Novartis

15:15 Networking & Coffee Break

15:45

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16:30 Chairperson's Closing Remarks

16:35 End of Conference

Our Valued Partners, Past and Present



smartsheet

Syneos
Health

Planisware

Sciforma

PDWARE

TempusResource
by ProSymmetry

rego consulting
Let Rego Be Your Guide

Atlas

project
widgets

CAI

CAPTARIO

Intelligencia AI

cmkselect

i2e Consulting

IPM

proggio

flexpro

Sensei

CORA

enrich

Contact us

Updated: 13 October, 2025
for the latest programme update, please
download agenda on conference website



Speaking:

Attending & Sponsoring:



Jenn See

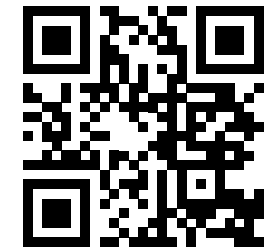
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