

ABLE – Association of Biotechnology Led Enterprises - www.ableindia.org.

Established in April 2003, ABLE is a national forum that represents the Indian Biotechnology Sector. The primary objective of ABLE is to accelerate the pace of growth of the Biotechnology Industry in India, through encouraging entrepreneurship and greater investment in the sector, providing a platform for domestic and overseas companies to explore collaborations and partnerships, partnering with the Government of India in their Biotechnology endeavors and forging stronger links between academia and industry.

BIRAP- The Biotechnology Industry Research Assistance Program

Biotechnology Industry Research Assistance Programme (BIRAP) is the creation of the Department of Biotechnology, Govt of India, with the objectives of providing efficient public-private participation, enhancing capacity building and ensuring accelerated growth of the Indian Biotech Industry. One of the main aims of BIRAP is Building awareness, potential opportunities and capacities in areas which require skilled human resource. The current workshop on Licensing Master class, is being conducted specifically to fulfil this objective.

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The collective face of the Indian Biotech Industry

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A Joint Program of ABLE, DBT & BCIL



Workshop Organized by :



BIOTECH LICENCING MASTER CLASS

Licensing Skills Development & Its Expert Implementation

a fresh perspective



VENUE-1
June 11 & 12, 2009
The Metropolitan Hotel New Delhi
Bangla Saheb Road, Connaught Place,
New Delhi.

VENUE-2
June 15 & 16, 2009
The Taj Residency
Mahatma Gandhi Road,
Bangalore.

BIOTECH LICENCING MASTER CLASS

Licensing Skills Development & Its Expert Implementation

This intense and comprehensive two day practical Biotech Licensing Master Class is aimed at licensing skills development, and the implementation of those skills in a licensing negotiation.

The workshop is presented by Philip Mendes, an experienced licensing practitioner, who has negotiated IP licensing transactions for over 20 years, with parties in over 20 countries, including multinational companies, SMES, governments, universities, and research organisations. He brings to the workshop a wealth of insights, and personal practical licensing experience.

About the workshop

Key benefits

- * Improve licensing negotiation skills
- * Understand what drives the framing of critical licensing terms
- * Understand controversial licensing terms and options for dealing with them
- * Understand IP due diligence issues and common due diligence traps, and how to fix them
- * Learn how to structure performance obligations for maximum advantage
- * Learn strategies to manage risk and exposure in licensing intellectual property
- * Understand the differences and benefits of a strategic alliance, as opposed to a passive license
- * Learn the 16 different types of royalty terms
- * Learn the 28 different types of financial terms of a license
- * If a licensor, be equipped with royalty term structures to maximise return on the license
- * If a licensee, be equipped with royalty term structures to minimise the effective royalty payment
- * Learn benchmarking skills for better royalty setting
- * Learn the 25% rule for better royalty setting
- * Learn the use of a discounted cash flow analysis for better royalty setting

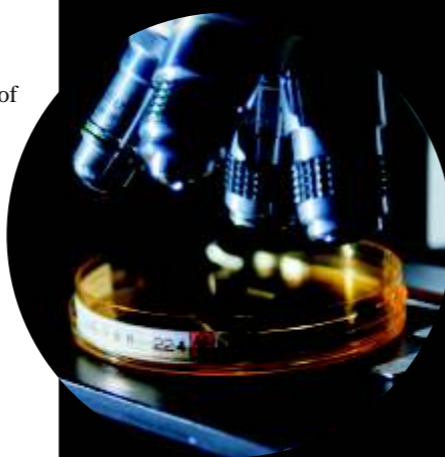
Who should attend

This workshop has been specifically designed for persons that negotiate biotech licenses.

It is suitable for the novice, and its advanced licensing strategies will be of benefit to the more experienced licensing professional as well.

The workshop has been designed for:

- * Business Development Managers
- * Licensing Managers
- * Chief Executive Officers
- * Chief Financial Officers
- * Business Consultants
- * Scientists
- * Research Administrators
- * Venture Capitalists
- * Lawyers
- * Patent Attorneys



About Philip Mendes

Philip Mendes has experience in successfully negotiating licensing transactions for over 20 years, involving parties in over 20 countries, from large multi-national companies, to small companies, and with government parties.

Philip has been involved in the negotiation of some of the largest intellectual property licensing transactions and largest venture capital investments that have emerged from Australia, including the licensing of Gardasil.

The sectors in which these negotiations have taken place include: biotechnology and healthcare, information technology, engineering, and education.

He was engaged by the World Intellectual Property Organisation and the International Trade Center (of the World Trade Organisation) to contribute a number of chapters on international licensing and strategic alliances, to its publication on international trade for biotechnology companies called "Exporting Pharmaceuticals".

Philip's training is as a lawyer. He is a member of the Australian Government's Advisory Council on Intellectual Property. He is a director of a biotech company, Ozgene Pty Limited, and of CAST CRC Limited.

Philip is a regular conference speaker and has spoken at international conferences in the United States, Korea, China, Taiwan, India, Vietnam, Singapore, and Malaysia, including at the invitation of the World Intellectual Property Organisation, APEC, and IPAustralia.

He has been described as an engaging and passionate public speaker that motivates and skills up his audience.

Mr. Philip Mendes will be available for one day at each of the venues for private consultation with workshop attendees, to discuss and advise them on any matters about which they might seek advice.

Consultations would be for 45 minutes duration, on the hour.

All consultations are complimentary.

Time slots would have to be booked on a "first come first served" basis.

The dates for one-on-one consultations are-

New Delhi: 13th June 09 and Bangalore: 17th June 09 at the workshop venue itself.

PROGRAMME

Day One

LICENSING ESSENTIALS	
9.30 am	Welcome and Registration
10.00	Assignment v. Licensing
10.45	Joint Ownership of Intellectual Property - Licensing Implications
11.30	Morning Tea & Networking
12.00 pm	Rights of First Refusal and Options to Negotiate
12.45	Preparing to License: Due Diligence
1.30	Lunch & Networking
2.30	The terms of an IP license (except financial terms - see Day 2)
3.15	The terms of an IP license (continued)
4.00	Afternoon Tea & Networking
4.30	Performance Obligations in an exclusive IP license
5.15	License terms and issues in an international context
6.00	Close

Day Two

NEGOTIATING THE FINANCIAL TERMS OF A LICENSE	
9.30 am	The Financial Structure of a License
10.45	The Financial Structure of a Strategic Alliance
11.30	Morning Tea & Networking
12.00 pm	Royalty Rate Methodologies & Royalty Rates
12.45	Inter institutional agreements and the structure of their financial terms
1.30	Lunch & Networking
2.30	Benchmarking Financial Terms
2.45	Benchmarking Financial Terms- Practical Exercise
4.00	Afternoon Tea & Networking
4.30	Report back on Benchmarking exercise
4.45	The Value of a Deal – Discounted Cash Flow Analysis as a Negotiation Tool
5.30	Close

ABLE Members
Delegate fee- Rs. 10,000 incl. of taxes

Non ABLE Members
Delegate fee- Rs. 10,500 incl. of taxes

Payment by DD/ Cheque payable to ABLE Bangalore.

Last Date for Registration is May 30, 2009.

