



PHARMACEUTICAL LICENSING GROUP INFORMATION PACK

**The Association For Professionals
in Healthcare
Licensing & Business Development**

The Pharmaceutical Licensing Group

Introduction

The Pharmaceutical Licensing Group (PLG) has been established for twenty years in the UK as the association for professionals engaged in business development and licensing activities in the UK pharmaceutical and biotechnology industries. Its prime purpose is to provide a forum for networking and discussion as well as educational courses to develop its members' skills and knowledge. The PLG is run by an organising committee, made up of members, who are elected on an annual basis.

The Group meets in the UK twice a year, in the Spring and Autumn, with occasional European and International meetings. The PLG also runs training courses in business development for both newcomers and more experienced licensing personnel.

The UK meetings commence following close of business (approx 6pm) on the first day and finish after lunch on the second day. As well as a formal business session, there is plenty of time for networking, which many people find the greatest attraction of the meeting. Each member can bring a non-member as a guest to the meetings and there are always some European colleagues in attendance. A copy of our programme for 2004/2005 is enclosed in this pack.

Recently, other European countries have started their own PLG groups based on the UK model and this now provides wider networking opportunities for people who have an international role. PLG groups have been set up in France, Spain, Germany, Italy, Switzerland, Scandinavia, Belgium, Central Europe, Canada and Japan. There is a central web site for the European PLGs which can be found at www.plgeurope.com.

Membership of the UK PLG is by invitation of the Committee. If you have never been to a PLG meeting, it is our usual practice to invite prospective members to attend one to ascertain if the Group is one to which they would like to belong.

A membership application form is enclosed which should be returned to PLG, at the address below when duly completed. To help the Committee review your application, please could you provide a brief description of your company and your role within it. If accepted as a member, an annual membership fee of £135 is payable.

Pharmaceutical Licensing Group Ltd

Pye House
Hawstead
Suffolk
IP29 5NR

Tel: +44 (0) 1284 386330

Email: admin@plg-uk.com

Or check the PLG website: www.plg-uk.com

Training and Education

The PLG runs training courses at an Introductory and Advanced level as well as an MSc degree in Business Development and Licensing. An outline of these educational programmes are given below:

Introductory Training Course:

This introduction to licensing is a three day training course covering all elements of licensing and business development with a 10 strong faculty providing guidance on best practice using case study material to confirm its relevance. It also includes a practical example of negotiation. The course is designed to provide an introduction for executives working either directly or in close liaison with Business Development. During the course the delegates will have the opportunity to participate in a case study on negotiating deals. Comprehensive documentation for the course is provided. The course details are as follows:

- Introduction and Overview of the Licensing Process
- Technology Transfer
- Intellectual Property Rights
- Different Types of Licensing Agreements
- Due Diligence
- Identifying and Finding Partners
- The Regulatory Environment Relevant to Licensing
- Negotiate! (a licensing case study)
- Financial Aspects of Licensing
- Optimising the Agreement Structure
- Implementation of the Agreement

Advanced Training Course

The PLG Advanced training course is an interactive two-day course which provides delegates with practical in-depth analysis and tools for pharmaceutical licensing and business development. An essential part of the course is a tutorial session where delegates review a number of real life deals and consider how to manager the problems that arose in these case studies as well as any similar issues they have encountered. The discussion session is conducted by a panel of experienced licensing and business development executives who comment on and discuss the issues raised by the delegates.

The advanced course also builds on some of the subjects covered in the PLG Introductory Course, more specifically:

- Introduction Objectives & Overview of Course
- Negotiation and Interpersonal Skills
- Contractual Issues
- Financial Analysis Techniques
- Mergers and Acquisitions in the Pharma Industry
- Biotechnology company case study
- Sources of Technology and Technology Transfer

MSc Degree in Business Development and Licensing.

This course is a modular distance learning course each comprising 200 hours study. Each module covers both theoretical and practical aspects – to achieve a postgraduate certificate three modules need to be completed, completion of six modules merits a postgraduate Diploma; six module plus a project must be completed for the full MSc qualification. However it is possible to study each module on a stand alone basis.

For more information contact Linda Sterrett on +44 (0) 208 654 3637, fax 020 8654 6046, email info@mediustraining.com or visit the websites www.plg-uk.com or www.plgmasters.com

Membership Criteria

We welcome membership applications from the following groups:

- 1) Individuals employed by companies which own products or technology to licence can apply for Full Membership. Membership is given to the company/person combination; if the person changes company, they must reapply for membership.
- 2) Individuals who do not have their own products/technologies but provide a service to those who do can apply for associate membership. Membership is personal to the individual. Only people who have previously been full members and actively supported the PLG will be entitled to apply for associate membership.
- 3) Full members of other Pharmaceutical Licensing Groups can apply for Affiliate Membership.

Benefits of Full Membership

- Priority booking for conferences and training courses
- Access to members section of the website, which includes membership details, programme of events, conferences and educational courses
- Attendance fee for meetings at reduced rate * **
- Can bring two guests to meetings (subject to availability)
- Networking opportunities* **
- Backing from professional and industry leaders* **
- On the PLG mailing list*
- Voting rights

Both Full and Associate members can serve on the Committee but Full members should be in the majority.

Membership fees are set at the same level for all classes of membership.

* Applies to Associate Members

** Applies to Affiliate Members

PHARMACEUTICAL LICENSING GROUP LIMITED APPLICATION FOR MEMBERSHIP

Membership of the Pharmaceutical Licensing Group Limited (PLG) is by invitation of its Committee. Membership is open to individuals based in the UK who are actively engaged in the transfer of intellectual property and technology in the healthcare industry.

Depending on the size of company, membership is restricted to a maximum of three people per company but each member can invite two guests to a meeting. An annual membership fee of £135.00 is payable by all members .

There are three types of membership but only full members have voting rights and have access to the members' area of the website and members' database.

a) Full Membership

Individuals based in the UK who are actively engaged in the transfer of intellectual property and technology and who are full time salaried employees of healthcare companies operating in the UK.

or

Individuals working in small or medium size enterprises whose business is the discovery or development of molecules or technologies which may ultimately be partnered by healthcare companies. Part of the job description of these individuals should be concerned with licensing, technology transfer or commercial affairs.

b) Associate Membership

Individuals who have been corporate members of PLG and whose status has changed either to consultancy or part time employment.

c) Affiliate Membership

Individuals from countries outside the UK and who otherwise fulfil the criteria for Full or Associate Membership.

Part 1: TO BE COMPLETED BY APPLICANT *(please use block capitals)*

Name:.....

Company: Position in company:

Company Address:.....

.....

Telephone number: Email:

Type of membership applied for *(see definitions above)*

Is anyone else in your company already a member of the PLG?

If yes, NAME(S):

Is your application sponsored by a PLG member? Yes/No

If Yes, name and company of sponsoring member:

.....

I confirm the member named has agreed to sponsor me: Yes / No

Applicant's signature..... Date.....

**Please return form enclosing a brief description of your company and your role within it to:
Claire Roe, Pharmaceutical Licensing Group Limited, Pye House, Lawshall Road, Hawstead,
Bury St Edmunds, Suffolk, IP29 5NR. Tel: +44 [0] 1284 386 330, email: admin@plg-uk.com**