
Drug Delivery & Licensing

10-12 July 2006 • Marriott Hotel • Singapore

Keynote Presentations by

Klaus Olejniczak
Federal Institute of Drugs, Germany

Alexandre Williams,
Ethypharm, China

Featuring Internationally Renowned Speakers From USA, UK, France, Germany Italy, Australia, Japan, Singapore, Taiwan, Korea, China and India

● John Siebert, Chairman and CEO, Cydex
● George Yeh, GM, TLC
● John Staniforth, CSO, Vectura
● Adam Watkinson, CSO, Acrux
● Jochen Meister, Strategic Alliance Manager, Novartis
● Ravi Kiron, Executive Director, Alza Corporation
● Mark Parry-Billings, RND Director, pSiMedica
● Ramani Aiyer, Senior VP, Nicholas Piramal
● Steve Ellul, Director, Business Development, Eurand
● Paul Heng, Professor, NUS
● Kim Bill, VP, Business Development, Debiopharm
● Naoto Oku, Dean, University of Shizuoka
● Akira Tsuji, Dean, Kanazawa University
● Youngro Byun, Professor, Seoul National University
● Yi-Yan Yang, Group Leader, IBN, A* Star

Post Conference Workshop: Negotiating & Valuing Drug Delivery Deals

The workshop led by Dr. Fintan Walton will be a series of interactive presentations/ discussions and will be interspersed with group working on negotiation and the valuation of the hypothetical drug delivery pharmaceutical product, through which delegates will have the opportunity to put the approaches, methods and techniques introduced into practice

Commercialization • Viability • Improving DD Technologies • Technical Presentations

www.ibc-asia.com/drugdelivery.htm

Organised by:

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Official Publications:
Day 1: Monday, 10 July 2006

8:00  Registration & Morning Coffee

Business Session
9:00  Chairman’s Opening Remarks

Ravi Kiron, Executive Director, New Technology Assessment and Planning, Alza Corporation (a division of Johnson & Johnson), USA

Key Note Presentation
09:15  Drug Delivery - Ethypharm An Asia Experience
There is strong potential for the Drug delivery industry as Asia as shown by Ethypharm. A French company, it has now set up offices in Asia - India and China. It’s Asian sales alone are above 10 million US$ growing over 20% annually. Having an extensive network of licenses in all Asian markets, the company is a leader in its field in Asia with extensive experience in developing, manufacturing and marketing Drug delivery products.

Alexandre Williams, General Manager, Asia-Pacific, Ethypharm, China

09:50  Enabling Solubilization Technology: Development & Commercialization
CyDex is a Specialty Pharmaceutical Company with an enabling drug delivery technology. That technology, solubilization built on substituted cyclodextrins, has been validated by commercialization of two commercialized products, one marketed in every major pharmaceutical market. That unique, enabling capability has built an exceptional technology licensing program and a specialty pharmaceutical program.

John Siebert, Chairman & Chief Executive Officer, Cydex Inc., USA

10:30  Refreshment Break

11:00  Critical Issues Of Cross-Pacific Business Alliance And Technology Collaboration
Global expansion is no longer an option but a prerequisite to survival. Biotech is very capital intensive and opportunities are concentrated in few developed countries. How to leverage local/region resources and alliance networks and build business model in a most cost-effective manner and apply across multiple products? This strategy is instrumental in the development of the needs for tomorrow’s pharmaceutical companies.

George Yeh, General Manager, Taiwan Liposome Company, Taiwan

11:45  Design of Drug Delivery Systems- Novelty Vs Practicality
A wide variety of ‘novel’ drug delivery systems have been reported, particularly by scientists in academia. However, whether all these novel ideas can be translated into commercially-viable products still remains a big question. This presentation looks at some product development concepts and discusses the issues on novelty versus practicality.

Paul Heng, Associate Professor, Department of Pharmacy, National University of Singapore, Singapore

12:30  Networking Luncheon

Scientific Session
14:00  A Paradigm Shift In Transdermal Drug Delivery?
Metered dose transdermal sprays of volatile vehicles provide the benefits of transdermal delivery whilst addressing issues associated with the use of patches and gels. Ease of manufacture and patient preference makes this novel approach an attractive commercial proposition for expanding current transdermal markets and for therapeutic areas traditionally dominated by oral delivery.

Adam Watkinson, Chief Scientific Officer, Acrux, Australia

14:40  Overcoming Challenges For Modified Release Formulations Through The Use Of Pulsatile Technology.
Sustained release oral dosage forms have been with us for more than thirty years now and their development has become almost “routine”. However despite this long experience, many compounds present significant challenges to formulate in prolonged release forms. This presentation describes some approaches that have been used to overcome the variation in compound’s properties as they transit through gut.

Steve Ellul, Director, Business Development, Eurand, Italy

15:15  Afternoon Tea

15:45  Tissue Specific Drug Delivery Utilizing Transporter Functions
This presentation covers (i) the recent progress in identification and characterization of drug transporters, (ii) illustrative cases of successful drug delivery to target organs such as intestine, liver, kidney, lung, skin and brain via transporters and (iii) potential strategies utilizing transporter functions for target/lead discovery of drugs.

Akira Tsuji, Dean, Graduate School Of Natural Science and Technology, Kanazawa University, Japan

16:20  Orally Active Low Molecular Weight Heparin Derivative
To overcome the poor oral bioavailability of heparin, chemical conjugates (LHD) of LMWH and DOCA, a kind of bile acids was synthesized. Since LHD formed self-assembled nanoparticles, new water soluble LHD was proposed that DMSO molecules were bound by secondary interactions to maximize the absorption effect of the conjugated of DOCA.

Youngro Byun, Associate Professor, College of Pharmacy, Seoul National University, Korea

17:00  End of day 1

Day 2: Tuesday, 11 July 2006

Business Session
9:00  Chairman’s Remarks

Keynote Presentation
9:15  Nonclinical Testing And Adverse Effects Of Drug Delivery Systems
For drug delivery systems used for the first time in a medicinal product or by a new route of administration, full details of safety data, both non-clinical and clinical, should be evaluated. Whereas the vast majority of adverse drug reactions relate specifically to the drug substance, there is a small but important percentage that are associated with the formulation.

Klaus Olejniczak, Scientific Director & Head, Department Geno –Reproductive Toxicity, Federal Institute for Drugs and Medical Devices, Germany

10:00  Value Proposition For Drug Delivery In The Current R&D Climate And In The Asia Region
The Pharma Industry must bring innovative yet safe products to market. With pharma pipelines filled largely with Class II and III molecules, it is necessary to develop unique DD paradigms to target disease treatment. Advancing technology will bolster the launch of new blockbuster products and support the development of effective LCM-scenarios for current marketed and efficacious drugs. The trend in US/Europe-Asia partnerships and rapid growth of R&D institutions in Asia allows for innovation in this arena.

Ravi Kiron, Executive Director, New Technology Assessment and Planning, Alza Corporation (a division of Johnson & Johnson), USA

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10:30 Tea Break

10:50 Is A Pure Drug Delivery Business Model Sustainable In 2006? – A Drug Manufacturer’s View
Many companies that started off as pure drug delivery companies were unable to survive in the long run. The presentation will discuss the direction the industry is headed this year taking into account the rapid changes in the drug delivery model that the industry has witnessed in the last few years.

Kim Bill, Vice President Business Development and Licensing, Debiopharm, France

11:30 Building an Alliance Model – Partnerships that Prosper
Drug delivery partnerships typically involve a small, innovative, company licensing its technology to a larger pharmaceutical / biotechnology company. But, in making such an alliance work, both partners must recognize, acknowledge and leverage each other’s strengths in their respective areas of scientific and technical expertise.

Ramani Aiyer, Senior Vice President, Strategic Planning, R&D, Nicholas Piramal, India

12:10 Alliance Management In Drug Delivery - A Novartis View
The presentation talks about Drug Delivery partnerships from the perspective of a MNC. What makes the match with Novartis Pharma key strategies and what are the challenges for a collaboration between big Pharma and small Drug Delivery System Companies. The selection process, initialization and expectations will be outlined and discussed.

Jochen Meister, Strategic Alliance Manager, Asia Pacific, Novartis, India

12:45 Networking Luncheon

Scientific Session
14:00 Combining Particle Engineering And Formulation Science For Development Of Improved Medicinal Products
Improved medicinal products are being developed for prescription and consumer health markets, based on novel particle engineering enabling technologies combined with novel formulation technologies. Rapid or extended release delivery kinetics are provided, even when drugs are insoluble or require taste masking, using a number of novel high performance oral and transdermal solid state delivery systems.

John Staniforth, Chief Scientific Officer, Vectura Group PLC & PharmaKodex Ltd, UK

14:40 Angiogenic Vessel-Targeted Liposomal DDS For Cancer Treatment
Since angiogenic endothelial cells in tumor have growing characteristics like cancer cells, anticancer drugs may damage these cells. A new modality of cancer treatment has been developed in which anticancer drugs are effectively delivered to the angiogenic endothelial cells of a solid tumor; Anti-neovascular therapy (ANET) is effective for cancer treatment.

Naoto Oku, Professor & Dean, Medical Biochemistry, University of Shizuoka, Japan

15:15 Afternoon Tea

15:45 BioSilicon™ A Nanotechnology-Based Drug Delivery Platform - A Case Study
BioSilicon™ is a novel nanostructured form of elemental silicon, which is biocompatible and biodegradable. A range of different forms have been developed for diverse therapeutic applications. BrachySil™ is a particulate form containing 32Pphosphorus in development as a targeted oncology product. Clinical data support its safety, efficacy and utility in liver cancer. Alternative particulate forms are in development for drug delivery applications to enhance bioavailability and to control or target drug release.

Mark Parry-Billings, Director of Research & Development, pSiMedica, UK

16:20 Smart Polymer Core-Shell Nanoparticles For Cellular Delivery Of Anticancer Drugs
Development of a pH- and temperature-sensitive block copolymer having folic acid molecules. This polymer self-assembles into core-shell nanoparticles displaying folate molecules on the surface. These nanoparticles have been used to deliver an anticancer drug specifically to cancer cells that over-express folate receptors and the drug molecules easily escape from the endosome and release into the cytosol.

Yi -Yan Yang, Group Leader, Institute of Bioengineering and Nanotechnology, A’ Star, Singapore

17:00 End Of Conference

Day 3: Wednesday, 12 July 2006

Workshop: Negotiating And Valuing Drug Delivery Deals
Fintan Walton Ph.D., Chairman, CEO and Founder, PharmaVentures, UK

9:00 Morning Session
- Review of current trends of drug delivery deal-making: The importance of extracting full value from alliances
- Pharmaceutical industry negotiations: an overview
- Exercise: Preparation for negotiations
- Selected issues in negotiation (e.g. dealing with conflict)
- Deal structures (appropriate use of a variety of financial and non-financial deal terms)

13:00 Lunch

14:00 Afternoon Session
- Reprise of ‘standard’ approaches to the valuation of pharmaceutical projects and transactions
  - Benchmarking
  - Valuation by benchmarking against comparators
  - The wider importance and utility of benchmarks
- Demonstration of PharmaDeals™ Agreements
- Discounted cash flow-based methods: NPV and ENPVA
- Guidelines on the formulation of financial terms for licensing agreements
- Use of valuations in negotiations
- Case study: Valuation of drug delivery
- Introduction to case study and the template spreadsheet
- Valuation of an example drug delivery system
- Group debrief and discussion: Identification of advantages and shortcomings of valuation methodologies

About Your Workshop Leader:

Dr Fintan Walton gained broad commercial experience whilst holding management positions at Bass and Celltech. In particular he was involved in contract research and licensing agreements with European, Japanese and US corporations. He co-founded Connect Pharma, where he was CEO and established PharmaVentures in 1997 in order to assist pharmaceutical and biotechnology companies worldwide in all aspects of deal making including strategic alliances, Mergers & Acquisitions and equity financing. Since then his company has worked with clients on a global basis, delivering more than 450 projects.

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Fax your completed Registration forms to +65 6733 5087

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### Drug Delivery & Licensing
10-12 July 2006 • Marriott Hotel, Singapore

**Yes! I/We will attend the DRUG DELIVERY & LICENSING**

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<th>FEE Per Delegate</th>
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