

EARLY BIRD  
DISCOUNT OFFER

€1400<sub>+VAT</sub>

AVAILABLE UNTIL  
30<sup>TH</sup> MAY 2025

UPDATED  
AGENDA  
MAY 2025

REGISTER NOW

INTERNATIONAL  
LIFE  
SCIENCE  
NETWORKING

# BERLIN

29<sup>TH</sup> SEPT - 1<sup>ST</sup> OCT 2025



19<sup>TH</sup> IPLS ANNUAL MEETING  
29 SEPTEMBER - 1 OCTOBER 2025  
HILTON BERLIN, GERMANY

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SAVE THE DATE



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## ANNUAL CONFERENCE IPLS BERLIN 2025

For 19 years now the IPLS has organised its international annual conference. Each year one national group is the host, and in 2025 it's the turn of the PLCD - the Pharma Lizenz Club Deutschland in Germany.

We are pleased to be returning to the Hilton Berlin, located in the Mitte district, opposite the historic Gendarmenmarkt cathedrals with views over the Reichstag dome

## PROGRAM HIGHLIGHTS

You have numerous new opportunities to engage at the IPLS:

- |                        |   |
|------------------------|---|
| Pitch & Partner:       | Present your business and opportunity                                     |
| One to One Partnering: | Pre-organised individual meetings   |
| Networking:            | Welcome Drinks Reception and Conference Dinner at the new Sphere Tim Raue |

## NEW - PROFESSIONAL DEVELOPMENT WORKSHOPS

Opportunity to extend your knowledge by attending one of our specially developed workshops.

### Negotiation – delivered by Anja Henningsmeyer

See through what's going on; professional negotiation strategies thanks to scientific insights.

### Perfect Term Sheet – delivered by Lars Börger, Christian Kanzelmeyer and Ulrich Koch

Interactive case study seminar to simulate one of the most important situations in the negotiation process.



# PROGRAM HIGHLIGHTS

## DR. JOHANNA LUDWIG

### Tuesday 30th September *Keynote Address*

Dr. Johanna Ludwig is a trauma surgeon, founder, author, and thought leader for the future of medicine. She combines medical expertise with innovation, shaping the intersection of healthcare and technology.

A graduate of the University of Oxford with a Master's in Surgical Science and Practice, she brings a global perspective to medical transformation.

With her experience in leadership, digital health, and medical education, she is dedicated to advancing modern healthcare solutions.



## Monday 29th September - Highlights

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- 10.30am - 1pm** Professional Development Workshop – Negotiation\*  
Anja Henningsmeyer
- 12.30pm** Welcome Networking Lunch
- 1.30pm** One-to-One Partnering Opens  
Pre-arranged 30-minute slots available all afternoon
- 1.45pm – 4.45pm** Professional Development Workshop - Perfect Term Sheet\*  
Lars Börger, Christian Kanzelmeyer and Ulrich Koch
- 5pm** **SESSION A | AI**  
Featuring:
  - Application of AI in BD
  - Practical session – new tools and how to write a prompt
- 6.30pm** Welcome Networking Drinks Reception

## Tuesday 30th September - Highlights

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- 8am** One-to-One Partnering Re-starts
- 10am** **SESSION B | Keynote Address**  
Dr. Johanna Ludwig Trauma Surgeon, Founder and Author
- 11.30am** Pitch & Partner Presentation Session  
6 x 10-minute company pitches
- 12.30pm** 2-course Networking Lunch
- 2pm** **SESSION C | Market / Deal Trends**  
Featuring:
  - 2024 deal review and analysis
  - Current deal landscape
  - Private Equity panel discussion
- 3.30pm** **SESSION D | Mid-sized Pharma in Europe**  
Interactive panel discussion representing companies across Europe
- 6.30pm** Drinks reception and dinner with a view!  
Sphere Tim Raue, Berlin TV Tower

## Wednesday 1st October - Highlights

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- 8.30am** All day One-to-One Partnering Re-starts
- 12pm** Networking lunch
- 3pm** Close

\* Additional registration and fee required to attend either/both professional development workshops

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## NETWORKING

The IPLS has always been a great place to network. Our conference is big enough to be relevant and the right size for those serendipitous business meetings.

### One to One Meetings: Structured Networking

You can take advantage of our one to one meeting service and pre-arrange your meetings with interested parties ahead of the event using our comprehensive conference app.



### NETWORKING DRINKS RECEPTION: MONDAY 29TH SEPTEMBER

On the Monday evening delegates are encouraged to attend our welcome drinks reception at the Hilton Berlin, to enjoy views across to the Reichstag dome.



### GALA DINNER: TUESDAY 30TH SEPTEMBER

Enjoy 3-course dinner at over 200 metres high at the new Sphere Tim Raue, in the Berlin TV Tower offering rotating 360 degree views across the Berlin skyline.

Your registration fee is inclusive of attendance at both evening networking events.

## WHY ATTEND IPLS BERLIN?

The IPLS is the premier Europe-Canada international life science networking conference, now in its 19th year. Our delegates choose to attend the IPLS for a number of reasons:

1. Networking and creating new relationships
2. Raising their company profile to a relevant audience
3. Building profitable business partnerships
4. Discovering new investment and in-licensing opportunities
5. Learning about the latest industry trends

## WHO SHOULD ATTEND:

Business development professionals, business owners, managing directors, general managers, investors, advisors, financial, marketing and regulatory executives.

## REGISTRATION:

Delegate Fees (plus German VAT @ 19%)

Early Bird Rate - €1,400 - expires 31 May 2025

Standard Rate - €1,700

Pitch & Partner Slot - €500

Professional Development Workshops - €300 per workshop

Both Professional Development Workshops - €500

**REGISTER**

## ACCOMMODATION:



Hilton Berlin, Mohrenstrasse 30, 10117 Berlin, Germany  
Discounted Bed & Breakfast Rate - €214 per night

**BOOK HOTEL**

## ANY QUESTIONS

Please get in touch with  
Adam Collins:  
acollins@ngaevents.co.uk





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## PITCH & PARTNER



Live Pitch & Partner sessions are included in the IPLS annual conference for the third year.

Pitch & Partner is an opportunity to showcase your company to an international audience.

Presentation slots are 10 minutes and can include:

- Highlights of your corporate and business development strategy
- Key products, services and technologies
- Existing partnerships
- Types of partnerships being sought.

### WHY PRESENT AT THE IPLS?

- Presenting at IPLS is a fantastic way to place your innovations, assets or ideas directly in front of industry leaders and deal makers
- Make your company more visible and generate interest in the lead up to the conference
- Clearly state your BD objectives to the right audience
- Company profile page on IPLS Berlin partnering platform, available as a partnering app.

### WHAT ARE THE FEES AND HOW DO I REGISTER?

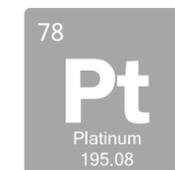
When registering as a delegate simply select the company registration request. Your company presentation carries a modest €500 additional fee.

Further presentation opportunities are also available as part of our sponsorship packages.

### PREVIOUS IPLS SPONSORS

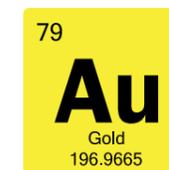


### SPONSOR OPPORTUNITIES



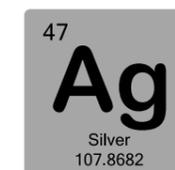
#### Platinum Sponsor: €8000

- 4 delegate places
- Full company branding across all event collateral and partnering platform
- Headline event dinner sponsorship



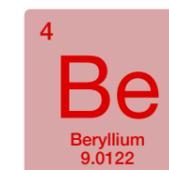
#### Gold Sponsor: €5000

- 2 delegate places
- Company branding across all event collateral and partnering platform
- Headline welcome drinks reception sponsorship



#### Silver Sponsor: €3000

- 1 delegate place
- Company branding across all event collateral and partnering platform



#### Bespoke Sponsor: €TBC

- Tailored package
- Please contact us to discuss options

### CONFERENCE BRANDING

Brand your company at the IPLS, prices from as little as €500 please call us to discuss



#### Quality Note book

Branded with your company logo  
Issued to all delegates on registration  
Choice of Colours



#### Conference Badge & Lanyard

Branded with your company logo  
Issued to all delegates on registration  
Choice of Colours



#### Aluminium Water Bottle

Branded with your company logo  
Issued to all delegates on registration  
Choice of Colours



#### Telescopic Umbrella

Branded with your logo

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## PAST EVENTS



MALAGA



AMSTERDAM



BRIGHTON



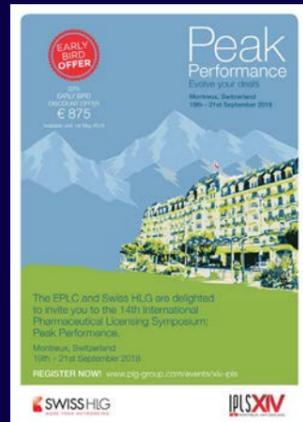
ONLINE



BRUSSELS



MADRID



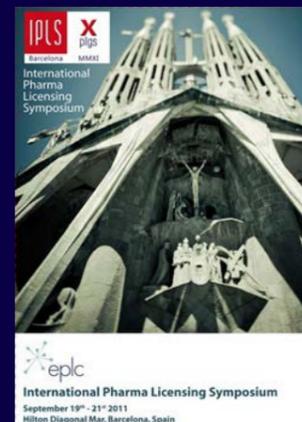
MONTREUX



PARIS



PRAGUE



BARCELONA



DUBLIN



BERLIN

## ABOUT THE IPLS

The IPLS is the umbrella group for nine Business Development and Licensing (BD&L) national organisations in France, Germany, Switzerland, Italy, Spain, United Kingdom, Canada and the Nordics.

Each organisation boasts a broad membership of manufacturing companies drawn from the Pharmaceutical, Consumer Health and MedTech industries but also an array of supporting companies such as contract manufacturers, commercial agencies and professional services all dedicated to networking, education and best practice in life-science partnering and deal making.

Our society was formed in 2003 with the mission to coordinate international activities and liaison between all of its members.

The IPLS is a not-for-profit organisation.





[ipls.online](http://ipls.online)

Registration: Adam Collins: 0044 1737 355700 email: [acollins@ngaevents.co.uk](mailto:acollins@ngaevents.co.uk)