

IPLS BERLIN
29TH-1ST OCT 2025

THE PERFECT TERM SHEET

C O M P A C T

**Unlock the Secrets to Crafting
a Winning Term Sheet!**

OUR EXPERIENCED FACULTY:



DR. ULRICH S. KOCH

Independent Consultant
Ex Bayer & Schering AG



CHRISTIAN KANZELMEYER

Ex CEO Hameln GmbH



LARS BÖRGER

General Manager DACH
Alliance Pharmaceuticals

MONDAY 29TH SEPTEMBER



1.45PM – 4.45PM



Hilton Berlin
Mohrenstrasse 30
10117 Berlin

THE PERFECT TERM SHEET

COMPACT

NEW FOR IPLS BERLIN: PROFESSIONAL DEVELOPMENT

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

Why Attend This Workshop?

Your first term sheet can make or break your proposal. It is crucial to design and present it convincingly to your potential deal partner.

Join us for an intense three-hour workshop where you'll learn from experienced deal makers and by creation of your own term sheet.

Workshop Highlights

- Listen to inspiring insights from seasoned deal makers
- Enjoy a practical introduction to NPV valuations
- Set up and structure your own deal team for a case study
- Learn how to balance the expectations of your management your potential partner
- Develop and present your own term sheet in small groups
- Extend your network by connecting with new colleagues through joint experiences

Don't miss this opportunity to enhance your skills and boost your confidence in term sheet preparation. Join us and take the first step towards securing your next big deal!

REGISTRATION

Additional Fee required: €300 per workshop
Discounted €500 to attend both



REGISTER NOW

Faculty Biographies

DR. ULRICH S. KOCH

Independent Consultant



Ulrich Koch has over 3 decades experience in the Pharma industry with responsibilities in Strategic Planning, Sales, Marketing and Business Development & Licensing within Schering AG and Bayer AG. As "Vice President Negotiations" within Bayer's global Business Development

organization, Ulrich was responsible for the management of partnering projects and the negotiation of term sheets and contracts. Prior to this role Ulrich was responsible for Bayer's deal-making in Emerging Markets and prior to the acquisition by Bayer, he was Head of Business Development at Schering.

CHRISTIAN KANZELMEYER

Ex CEO Hameln GmbH



Christian Kanzelmeyer is a biologist and sports scientist by training (University of Cologne). He started his career in the pharmaceutical industry in 1987. Since then, he held various positions in General Management, Business Development and Marketing & Sales. He worked locally in Germany and internationally in Austria, China and the US. During his career he worked for Merck KGaA, Altana Pharma AG, Nycomed, Speciality European Pharma and hameln pharma gmbh and hameln rds s.r.o.. At the end of 2023 Christian retired and is now an independent consultant.

From 2006 until 2024 he was a board member of the PLCD.

LARS BÖRGER

General Manager DACH
Alliance Pharmaceuticals



Lars Börger has over 20 years of experience in the industry, with senior roles in Business Development, Licensing, and General Management.

Lars started his career in life science venture capital, gaining insight into innovation-driven growth and deal structuring. He has led more than 15 acquisitions and divestments and successfully launched and built leading OTC brands, including Kelo-Cote® scar gel and the RX product Flammazine® in Germany. Before Alliance, he held b.d. roles at Medtronic, Grünenthal, and Schwarz Pharma,

He serves as Vice President of the International Partnering in Life Science Society (IPLS) and is a Board Member of the Pharma Licensing Club Germany (PLCD).