

UPDATED  
AGENDA  
JULY 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.



\* Please note all timings subject to change once final speakers and inclusion of panel discussions are confirmed

## Monday 29th September

Time	Activity	Speaker / Notes
10.30am - 1pm	Professional Development Workshop - Negotiation	Anja Henningsmeyer
12pm	Registration Opens Welcome networking lunch	Panorama foyer area
1.45pm - 4.45pm	Professional Development Workshop - Term Sheet	Lars Börger, Christian Kanzelmeyer and Ulrich Koch
2pm	One-to-One Partnering Opens	30-minute slots available all afternoon
PRESENTATION SESSION A   AI – Practical Session		
5pm	Recent advances of AI in Healthcare	Jochen Hurlebaus President & Owner, Aluna Healthcare Consulting
5.30pm	Prompting: the art of talking to AI	Gianluigi Bonanomi AI Communication Expert, Trainer and Author Founder of SEOJob
6pm	"Hey pill! Tell me everything about you!"	Jochen Hurlebaus President & Owner, Aluna Healthcare Consulting
6.15pm	AI Q&A	Hosted by James MacDonald Gianluigi Bonanomi and Jochen Hurlebaus
6.30pm	Welcome Networking Drinks Reception	Panorama foyer area
8.30pm	Finish	



### 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

IPLS BERLIN  
29TH-1ST OCT 2025

# THE PERFECT TERM SHEET

COMPACT

Unlock the Secrets to Crafting  
a Winning Term Sheet!

LEARN MORE

MONDAY 29<sup>TH</sup> SEPTEMBER



1.45PM – 4.45PM



Hilton Berlin  
Mohrenstrasse 30  
10117 Berlin

Tuesday 30th September

Time	Activity	Speaker / Notes
8.30am	One-to-One Partnering	
PRESENTATION SESSION B		
10am	Keynote Address	Dr. Johanna Ludwig Trauma Surgeon, Founder and Author
11am	Break	
	PITCH & PARTNER SESSION	10-minute presentation slots
11.30am	Zerion Pharma	
11.40am	Apriwell	
11.50am	www.royaltymonitization.com	
12pm	4	
12.10pm	5	
12.20pm	6	
12.30pm	Lunch	Beletage Restaurant
PRESENTATION SESSION C   Market / Deal Trends		
2pm	Deal Review 2024/25	Chair: Andrew Dean Hardik Madlani, Managing Director, Healthcare Investment Banking & Clément Boucher, Senior Vice President, Healthcare Investment Banking Jefferies
2.20pm	Rethinking the Multiple: Integration, Cost Discipline and Impact in a Changing Market	Nicole Mikschofsky, Partner & Tom Lewin, IT Associate Director EOS Deal Advisory
2.40pm	Deal Finance Panel Discussion	- Hardik Madlani & Clement Boucher, Jefferies - Nicole Mikschofsky, EOS Deal Advisory - Jasper Evers, Partner, Avanz - TBC
3pm	Break	
3.30pm	PRESENTATION SESSION D   Mid-sized Pharma in Europe	
	Interactive panel discussion representing companies across Europe	
4.30pm	Break	
6pm	One-to-One Partnering Closes	
6.30pm	Coach Transfer to Berlin TV Tower	
6.45pm	Networking Drinks Reception	
7.45pm	Dinner at Sphere by Tim Raue, Berlin TV Tower	
10pm	Return Coach Transfer to Hilton Berlin	

Wednesday 1st October

Time	Activity	Speaker / Notes
8.30am	One-to-One Partnering Opens	
	Networking Brunch	Panorama foyer area
12pm	Lunch	Panorama foyer area
3pm	Close	



IPLS BERLIN  
29TH-1ST OCT 2025

NEGOTIATION  
STRATEGIES

A Practical Approach  
based on Science

OUR EXPERIENCED FACULTY:



ANJA HENNINGSMEYER

Trainer for negotiation, presentation,  
business networking



LEARN MORE

MONDAY 29<sup>TH</sup> SEPTEMBER



10.30AM – 1.00PM



Hilton Berlin  
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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%)

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](mailto: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?

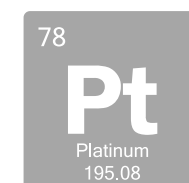
When registering as a delegate simply select the company registration request. Your company presentation carries a modest €500 additional fee.

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

### PREVIOUS IPLS SPONSORS

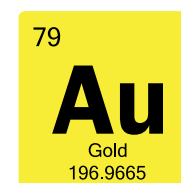


### SPONSOR OPPORTUNITIES



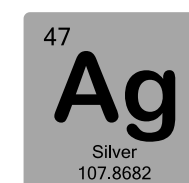
#### Platinum Sponsor: €8000

- 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

SOLD



#### 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



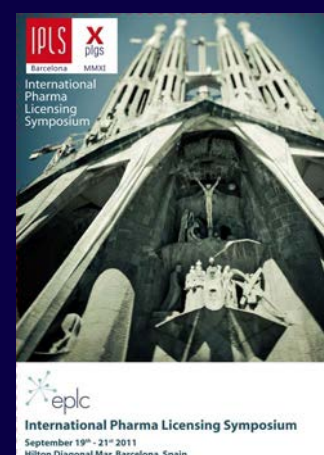
MONTREUX



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.



1700+  
MEMBERS





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

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