



AGM and Dinner Meeting

The PLG's AGM for 2008 was held on November 6th in London at 30, Pavilion Road. There were a number of changes to the Committee with two members standing down - Matthew Roe and Ewan Livesey. Matthew, who has stood down after many years' service, will be much missed at Committee meetings. Ewan, PLG Chairman for 2008, will be moving to Prague at the end of this year. We would like to express our thanks to both of them for their contributions and support of the PLG.

The Committee acted on the recommendations of a **review** it had commissioned with Mike Parnell - a long standing member of PLG - which addressed the goals and objectives of the PLG in the short and longer term. Mike's report had three key recommendations:

- engage a senior executive to support management of PLG
- consider setting up a serviced office
- appoint a Vice-Chairman to facilitate succession planning

Biopharm perspectives was appointed to consult for PLG on marketing and administrative matters.



Dr Roger Cox, a familiar face to many of you, is Managing Director of **Biopharm perspectives Ltd**, a consulting company he set up earlier this year after retiring from Johnson & Johnson as Executive Director Licensing.

Roger was co-founder of the PLG Benelux and is Chairman of the European Pharmaceutical Licensing Council.

New Officers Elected



Chairman
Stuart Robinson



Vice-Chairman
Campbell Wilson



Treasurer
John Kelly



Goodbye Claire ...and thank you!

Claire Roe has resigned after more than 4 years of service as PLG's Marketing Manager.

Thank you Claire for all your dedication, enthusiasm and hard work for PLG... and our very best wishes for the future!

The AGM report can be viewed at the website: www.plg-uk.com

NEW OFFICES



The Committee approved the establishment of a small administrative office in the **Milton Park Innovation Centre** Oxfordshire, which opens in January 2009.

Milton Park already hosts more than a dozen small pharmaceutical companies and there are about 40 more pharma companies within a few miles radius. Its location is just south of Oxford and 5mins drive from Didcot Parkway with fast rail services to London, Paddington.

Survey of PLG Members

Mike Parnell's survey of PLG members noted:

'Every person I questioned felt that the PLG offered good value for money and would be willing to pay more to preserve and extend the PLG's activities.'

'Most members recognise that there is a need for the PLG to develop as the industry changes but they are keen to preserve the ethos of the PLG and to restrict the membership to business development and licensing professionals...'

'The journal is highly regarded for its professionalism and reasonably well read. Some would like to receive the journal electronically...'

'Very few members (yet) made any use of the website other than to access databases and to check dates and venues of meetings, though a few do use it to download presentations...'

'The training courses offered by the PLG are excellent. They are the most appropriate, highest quality and best value courses offered in pharmaceutical business development.'

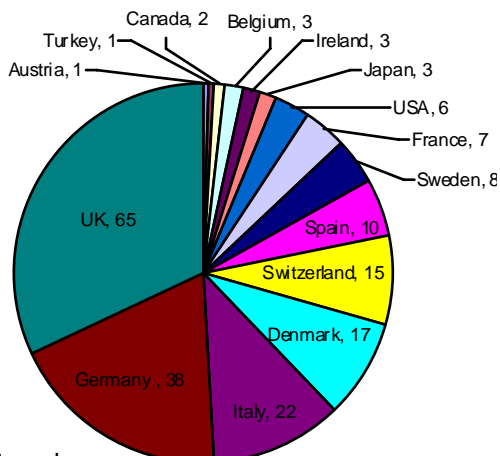
'There was a strong feeling that the meetings were a valuable forum where professionals could meet in a relaxed atmosphere to exchange views, discuss challenges in the job etc. and a place to establish and develop contacts.'

Meetings



European PLG meeting Copenhagen September 2008

More than 200 delegates attended the European PLG meeting in Copenhagen at the end of September, including 65 members from PLG UK. The meeting's theme 'Partnership as an Essential Strategic Tool in the Pharma and Biotech Industries' was introduced by keynote speakers Klaus Braestrup and Kerstin Valinder each gave keynote presentations. A programme of workshops and other presentations from PLG members contributed to a networking meeting which had excellent feedback. Our congratulations go to the organising committee, the Nordic PLG for hosting the meeting, the sponsors and to all the attendees who participated to make this a success.



Delegates in Copenhagen

EURO PLG MEETING

PARTNERSHIP AS AN ESSENTIAL STRATEGIC TOOL IN THE PHARMA & BIOTECH INDUSTRIES
25 & 26th SEPT 2008, Scandic Copenhagen Hotel

THURSDAY 25TH SEPTEMBER MAIN PROGRAMME

10.00 – 10.30	Registration
10.30 – 11.00	KEY NOTE SPEAKER: "The Changing Market Place" Claus Braestrup
11.00 – 11.30	KEY NOTE SPEAKER: Partnering as a Cornerstone Strategy: The Evolution of Nycomed to a Global Company Kerstin Valinder, Executive VP Business Development Nycomed
11.30 – 12.00	Coffee
12.00 – 12.30	KEY NOTE SPEAKER: The Changing Face of European Biotech Glyn Edwards, CEO, Antisoma Research Ltd. Nick Adams, Director Business Development, Antisoma Research Ltd.
12.30 – 13.45	Lunch
13.45 – 14.15	Key Deals as a Growth Platform for New Opportunities Drlan Scouler, Director of Business Development, Protherics PLC
14.15 – 14.45	Partnership – Essential but not Sufficient – an Industry in Trouble Stuart Adkins, Director, Stewart Adkins Advisors Limited
14.45 – 15.15	Tea
15.15 – 16.00	Workshops: A & B
16.00 – 16.45	Workshops: C & D
16.45 – 17.30	Workshops: E & F
18.30	Drinks Reception
19.30	Networking Dinner



Future Meetings

30th April 2009: PLG 25th Anniversary meeting at the House of Commons

Please mark your diaries!

The 25th Anniversary of the formation of the Pharmaceutical Licensing Group will be celebrated at a networking dinner in the House of Commons on April 30th 2009!

Bookings will start early next year



28th - 30th October 2009: IPLS IX Rome



Sponsorship

Please note that the next International Pharmaceutical Licensing Symposium (IPLS IX) will be held between **October 28th and 30th** in Rome (2009).

This ninth symposium is being organised by the member PLGs of the European Pharma Licensing Council and hosted by PLG Italy.

Pharma Forum - Pharma Future, new times and challenges: Quo vadis?

The organising committee look forward to welcoming you to the 'eternal city' to participate in the workshops, learn from the presentations and enjoy networking with the expected 300+ delegates coming from the other European based PLGs, from Japan, Canada and North America.

Sponsorship is important to the financing and success of the IPLS. It provides an excellent opportunity to highlight your organisation, its aspirations and products to Business Development and Licensing executives who are focused on deal-making in the Pharmaceutical and Biotechnology industries. Sponsoring makes an important contribution to keeping down the cost of delegate attendance and to the financing of PLG not-for-profit organisations.

If you would like to be a sponsor to IPLS or any other meeting, please contact the PLG office:

Email: admin@plg-uk.com
Tel: +44 (0)1284 386330



Launch Party for MSc Course

MANCHESTER
1824



MSc in Pharmaceutical Licensing and Business Development

The first MSc Course for Pharmaceutical Licensing and Business Development was launched by the PLG on September 19th 2008 in partnership with the University of Manchester as part of their Pharmaceutical Industry Advanced Training [PIAT] programme.

Designed to promote best practice, the new MSc Course will appeal to recently appointed staff in the pharma and biotech industries who are keen to extend their knowledge in the same way as a MBA.

The course consists of eight individual modules, each addressing a key field within the pharmaceutical and biotechnology business development environment.

The course operates on a distance learning basis, offering an opportunity for students to gain University qualifications without a prolonged absence from the workplace.

Teaching is undertaken by industry-based tutors and the course assignments are hands on projects, which relate directly to the student's daily business life. Trainees can undertake as many or as few of the modules as they need. The full MSc qualification requires the students to complete the eight modules with a project, however some trainees may simply wish to take an individual module.

Additional information is available at www.plgmasters.com or contact Linda Sterrett (Medius Associates) +44 (0) 20 8654 6040

- Module 1 - Industry**
- Module 2 - BD Operations**
- Module 3 - Finances**
- Module 4 - Legal**
- Module 5 - Interpersonal Skills**
- Module 6 - Commercial**
- Module 7 - Intellectual Property**
- Module 8 - R&D and Production**



Training Dates 2009

25th - 27th February	Introductory Training Course	Brussels, Belgium
18th - 20th May	Introductory Training Course	Dorking, UK
26th - 27th June	Masterclass	London, UK

About the Pharmaceutical Licensing Group

Operating out of the UK, the PLG is the professional association for personnel who work in business development and licensing in the pharmaceutical, biotechnology and healthcare technology transfer industry. As the UK's premier networking group, the PLG also provides an extensive range of training courses designed to deliver personal and individual professional development. The PLG is a not-for-profit organisation which worldwide reaches approximately 1,500 executives of PLG and affiliates. Additional information on networking meetings and applications for membership is available at www.plg-uk.com.