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WE LIVE IN A REAL WORLD  
WELCOME BACK TO IT

**BRIGHT HERE**  
**RIGHT NOW**

INTERNATIONAL  
LIFE  
SCIENCE  
NETWORKING

**REGISTER NOW**

ipls

16<sup>TH</sup> IPLS ANNUAL MEETING  
**26<sup>TH</sup>-28<sup>TH</sup> SEPTEMBER 2022**  
THE GRAND HOTEL, BRIGHTON, ENGLAND

  
BRITISH AIRWAYS  
i360 Viewing Tower

  
THE GRAND  
BRIGHTON

  
PLG  
PHARMACEUTICAL LICENSING GROUP



## IPLS 2022 ANNUAL CONFERENCE 'BRIGHT HERE, RIGHT NOW'

For 16 years now the IPLS has organised its international annual conference. Each year one national group is the host, and in 2022 it is the turn of PLG - the Pharmaceutical Licensing Group in the UK.

After the double impacts of Brexit and the Covid pandemic, we were eager to choose a suitably uplifting location. With its fascinating history and idiosyncratic nature, Brighton seemed the perfect venue to lift our spirits and get back to what we all like doing - meeting in person, networking and catching up on the latest trends.

The venue itself is equally important, and we have secured the whole of Brighton's iconic Grand Hotel, giving us top quality event spaces and program flexibility.

## NEW STYLE PROGRAM

You have numerous new opportunities to engage at the IPLS:

Pitch & Partner:	Present your business and opportunity
One to One networking:	Pre-organised individual meetings
Professional Clinics:	Dedicated workshop space for interactive sessions



# PROGRAM

## Monday 26th September

### Afternoon

- Registration from 12.00
- Educational Workshops
- Networking drinks reception

## Tuesday 27th September

### Morning

- Welcome address
- Life Science deal landscape
- Market data: metrics and multiples
- Outstanding deal case histories

- Keynote Speaker

### Afternoon

- The tech giants and their influence on Life Science
- New Tech driving new consumers, patients and prescriber behaviours

- Private Equity and its impact on Life Science

## Wednesday 28th September

### Morning

- Medicinal Cannabis, a game changing sector
- Case histories on legalisation and regulation
- Recent deals and trends

- Environmental and Social Governance (ESG) in Life Science

## 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, Central & Eastern Europe, 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.





SAVE THE DATE



16<sup>TH</sup> IPLS ANNUAL MEETING  
26<sup>TH</sup> - 28<sup>TH</sup> SEPTEMBER 2022  
THE GRAND HOTEL, BRIGHTON, ENGLAND

INTERNATIONAL LIFE SCIENCE NETWORKING  
**BRIGHT HERE  
RIGHT NOW**

## 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.

### Networking Drinks Reception: Monday 26th September

On the Monday evening you can attend our sponsored drinks reception at the Grand Hotel bar, a great place to catch up with old friends and colleagues.

### Gala Dinner: Tuesday 27th September

Our pre-drinks reception will be held at the British Airways i360. You will glide up more than 130 metres in a fully enclosed futuristic glass pod with breath-taking views of England's south coast. Back down to earth, dinner will be served at the West Beach Bar & Kitchen followed by an entertaining after dinner speaker.



## WHY ATTEND BRIGHT HERE, RIGHT NOW

The IPLS is the premier Europe-Canada international life science networking conference, now in its 16th 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 (UK VAT rate: 20%)

Early Bird Rate*:	£1,185+VAT
Standard Rate:	£1,485+VAT
Pitch & Partner Slot :	£300+VAT
Professional Clinics, Half Day:	£600+VAT
*expires 31 May 2022	

**REGISTER**

## ACCOMMODATION:



Accommodation and registration

The Grand Hotel, 97-99 Kings Rd, Brighton BN1 2FW United Kingdom

Delegate Rate Per night: £135 + VAT

**BOOK HOTEL**

## ANY QUESTIONS

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

QR Code:



<http://bit.do/IPLSCONF>



## ipls **PITCH & PARTNER**

New to the 2022 IPLS Annual Conference will be our Pitch & Partner sessions. During the Covid pandemic the IPLS has already run three of these online.

Pitch & Partner is an opportunity to showcase your company to an international audience. Presentation slots are 15 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.

### WHERE AND WHEN?

The company presentations will take place in the Regent Room, on Wednesday afternoon and all day Thursday and Friday morning. The room is the hotel's original library and exudes a timeless and elegant charm. Its beautiful wood panelling and fireplace make it the perfect room for presentations and will accommodate 40 delegates.

### 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 £300 additional fee.

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

**ipls online**

Free online partnering event for IPLS group members

IPLG PLCF PLCD ITALY PLG PLGS SWISS IHLG NPLG PLG CEE CHLA

# PITCH & PARTNER

26 September & 1 October 2022

The IPLS Online Pitch & Partner 2 day event will take place on <https://ipls.online/events>

Day One – AM – Partner: one-to-one online partnering meetings, each lasting up to 30 minutes  
 Day One – PM – Pitch: short 'pitch' presentations from companies with innovative products or technologies available for Business Development  
 Day Two – Partner: one-to-one online partnering meetings, each lasting up to 30 minutes

Full details on how to apply for a Pitch presentation (fee applies) and register to attend (free for IPLS group members) can be found at <https://ipls.online/events>

**Register Free**

Life-Sciences  
BD&L in 2021



## PROFESSIONAL CLINICS

### THE CONCEPT

Aimed squarely at professional services in life science this is an opportunity for you to hire a meeting space at the conference to use in a number of flexible ways:

1. One-to-one meeting slots
2. Small group seminars or presentations
3. Interactive workshops

Delegates can use the conference partnering system to book an appointment with your company for any of these three options, or indeed any other way you would like to use the meeting space.

Professional Clinics are available in half-day sessions priced at £600.

### WHY RUN A PROFESSIONAL CLINIC?

Clinics are a private and focused way to interact with potential or existing clients in a privileged setting.

- Highlight your company services or initiatives in a personalised context
- Increase your company visibility and generate meeting invitations prior to the conference
- Concentrate on a particular aspect of your service.
- Offer one-to-one consultations on topics of your choice or at delegates' request.

### WHERE AND WHEN?

We have allocated three meeting rooms for Professional Clinics; Eugenie, George I and Napoleon.

These are located on the first floor, offer stunning sea views and private balconies, and are in fact the original suites occupied by Prime Minister Margaret Thatcher and her entourage in 1984.

Twelve half-day sessions will be available from Wednesday afternoon to Friday morning.

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

When registering as a delegate simply select the Professional Clinic request. Professional Clinic opportunities are also available as part of our sponsorship packages.

## IPLS CORPORATE SPONSORS



## ADVERTISING OPPORTUNITIES

### Conference Programme and Screens

Conference Programme  
**Half Page Advert £750**  
**Full Page Advert £1500**

Conference Rooms  
**Conference Screens £1500**



## 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



**Brighton Rock**  
 Branded with your company logo  
 Choice of Colours



**Telescopic Umbrella**  
 Branded with your logo



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



**Webcam Cover**  
 Branded with your logo

For registration and sponsorship information, please contact:  
 Adam Collins: 0044 1737 355700 email: acollins@ngaevents.co.uk



PAST EVENTS

ONLINE

PARIS

MONTREUX

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BRUSSELS

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ipls.online

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