

Conference

Internationalization of Life Sciences companies: The India Paradigm

Content:

- Conference structure & timeline
- Conference's content details

7th June 2012

Conference structure & timeline

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|--|--------|
| 1. Welcome | 5 min |
| 2. Introduction | 10 min |
| <ul style="list-style-type: none">• Life Sciences Business Globally• Life Sciences Business in Spain• Life Sciences Business in India | |
| 3. An overview of India | 15 min |
| <ul style="list-style-type: none">• India recent trajectory• Indian Policies & Economics• Business & Industrial environments• Relations between Spain and India | |
| 4. Introduction of Almirall | 3 min |
| 5. Case study: Almirall in India | 30 min |
| <ul style="list-style-type: none">• How & why India• Right & Successful choices• What would do differently• Recap & Final Impressions | |
| 6. Introduction of Ferrer International | 3 min |
| 7. Case study: Ferrer | 30 min |
| <ul style="list-style-type: none">• How & why India• Right & Successful choices• What would do differently• Recap & Final Impressions | |
| 8. Q&A | 45 min |

Conference's content details

1. Welcome

2. Introduction

- Life Sciences Business Globally
- Life Sciences Business in Spain
- Life Sciences Business in India

- Current scenario: Loss of patents, Innovation and R&D productivity
- Spain: Impact due to fast changing business models and other economic factors
- India : Shift in innovation to drug discovery, strong generic companies, High economic growth

3. An overview of India

- India recent trajectory
- Indian Policies & Economics
- Business & Industrial environments
- Relations between Spain and India

- Government policies on life sciences business in India
- IP issues and regulatory environment: Recent compulsory license case
- Key success factors in doing business with India
- Cultural decoding
- The opportunity for Spanish companies

4. Introduction of Almirall

5. Case study: Almirall in India

- How & why India
- Right & Successful choices
- What would do differently
- Recap & Final Impressions

- How can industry stimulate growth drivers to expand the market faster?
- What are the risks to grow and how should these be managed?
- What are the most attractive opportunities in the Indian market?
- Any unexpected advantage besides cost reduction?
- Have a dedicated tech transfer team for managing off shoring to India?

6. Introduction of Ferrer International*

7. Case study: Ferrer*

- How & why India
- Right & Successful choices
- What would do differently
- Recap & Final Impressions

- Complexity for choosing right partner in India
- Challenges faced while doing business with India. How the risks were managed
- Success/failure stories : What went right/wrong What could have done differently to avoid the failure or make it better
- Share the know-how/market entry strategy
- When do you think is the right time to enter India: early stages, advanced stages?
- Final impressions

8. Q&A

* To be confirmed