

Pharma Contract Manufacturing

“Good opportunity to meet and exchange with professionals around CMO management”

Head of Global Quality for Supply Chain Procurement and External Manufacturing, Sanofi Gentilly

Build the Quality Partnerships that Deliver Quality Products

09th - 11th April 2024 | Berlin, Germany

OUR PANEL OF PHARMACEUTICAL LOGISTICS & QUALITY LEADERS INCLUDES:



Philip Coetzee
Director CMO
Management
Daiichi Sankyo



Gregory Vanderwinden
Associate Director
External Manufacturing
MSD



Kaisa Kallio
External Manufacturing
Manager
Orion Pharma



Carlo Capobianco
Global Head ESO MS&T
Launch Global Head ESO
MS&T Launch
Sandoz



David Adoutte
Global Industrial,
Purchasing & Supply
Chain Director
Laboratoires Théa



Maik Talarczyk
Head, PMO ESO
Sandoz

DISCOVER YOUR CRITICAL SUCCESS PATHWAY:



Accurately identify and select the external partner capable of delivering the high-quality products you need



Shape and build a collaboration with your external partner that results in an efficient and effective relationship



Leverage new automation and artificial intelligence to streamline CMO selection & partnership working



Successfully incorporate evolving environmental sustainability criteria into your partnerships moving forward



Embrace non-traditional models of collaboration, allowing you to build a flexible and agile strategy that will bolster long-term resilience



Welcome To The Industry's Leading Pharma Contract Manufacturing Event

09th - 11th April 2024 | Berlin, Germany

Dear Colleague

Selecting the right CMO partner is *the* critical decision in getting high-quality products to patients. If this relationship fails, we fail. Our companies and patients can't afford for us to get this decision wrong.

So, how to choose? How has the selection criteria by which we must make that decision evolved, and how are we evolving our decision-making to reflect this?

But we know strong and effective partnering extends far beyond selection. How can we ensure we shape and realise the transparent, collaborative and innovative relationships we need with our external partners to drive success? And how are the rising challenges of automation, artificial intelligence and sustainability going to impact this relationship long-term?

That's why Pharma IQ is bringing together partners from across the industry to collaborate on how we make these relationships work both now and in the future.

Because for the patient to succeed, we need to succeed.

Join us in Berlin in April as we discover how to:

- ▶ Accurately identify and select the external partner capable of delivering the high-quality products you need
- ▶ Shape and build a collaboration with your external partner that results in an efficient and effective relationship
- ▶ Leverage new automation and artificial intelligence to streamline CMO selection & partnership working
- ▶ Successfully incorporate evolving environmental sustainability criteria into your partnerships moving forward
- ▶ Embrace non-traditional models of collaboration, allowing you to build a flexible and agile strategy that will bolster long-term resilience

We look forward to welcoming you to Berlin in April!



Richard Walls

Event Director - Pharma Contract Manufacturing 2024



What makes PCM unique?

Pharma Contract Manufacturing is the only event to focus specifically on how to improve CMO selection and partnering. We appreciate the critical role these play in delivering success for both patients and the organisation-at-large. We also appreciate that the bedrock of these relationships is collaboration from both sides, which is why we bring together leading pharmaceutical companies and CMOs to benchmark best practice in this area.



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Our 2023 Panel of Innovators

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Vladimir Trapkov,
Project Manager, Contract
Manufacturing Operations
(CMO),
Zentiva

ZENTIVA



Federica Frascchetti,
Associate Director - Focus
Factory Leader - Bio External
Manufacturing,
MSD

MSD



Patrick Frey,
Head of Contract
Manufacturing,
Acino

acino



Philip Coetzee,
Director CMO Management,
Daiichi Sankyo

Daiichi-Sankyo



Gregory Vanderwinden,
Associate Director External
Manufacturing,
MSD

MSD



Maik Talarczyk,
Head, PMO ESO,
Sandoz

SANDOZ



Nicolas Puljic,
Head External Manufacturing
Biotech & Gene therapy DS,
UCB

UCB



Kaisa Kallio,
External Manufacturing
Manager,
Orion Pharma

**ORION
PHARMA**



Ulrich Rümenapp,
Senior Biotech Program Lead,
Bayer AG

BAYER



Daniel Hurni,
Director Strategy and
Business Operations,
Bristol Myers Squibb

**Bristol Myers
Squibb™**



Massimiliano Brescia,
Senior Global Director -
Contract Manufacturing -
Small Molecules,
AbbVie

abbvie



David Adoutte,
Global Industrial, Purchasing
& Supply Chain Director,
Laboratoires Théa

**LABORATOIRES
Théa**



Olaf Peter Birkenmeier,
Head External Manufacturing,
Polpharma Biologics

**polpharma
biologics**



Christian Simon,
Head of Technical Transfer
External Manufacturing
Injectables,
Sanofi

SANOFI



Bhavin Makwana,
Senior Manager, Procurement
and Supplier Relationship
Management,
Theramex

Theramex
For Women, For Health



Carlo Capobianco,
Global Head ESO MS&T Launch,
Sandoz

SANDOZ

WORKSHOP DAY: 09 APRIL 2024

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09:30 REGISTRATION & WELCOME REFRESHMENTS

10:00 WORKSHOP A | DEVELOPING LEADERSHIP IN PHARMA CONTRACT MANUFACTURING

SHARING THE STRATEGIES & APPROACHES THAT WILL ALLOW US TO TAKE THE EFFECTIVENESS OF OUR COLLABORATIONS TO THE NEXT LEVEL

Partnership working begins and ends with the people responsible for making that relationship work. We begin our workshop day by exploring the personal qualities and expertise we can all develop and refine to make us better partners.

Core focus areas to include:

- ▶ **Improving Outcomes:** Improving timelines, reducing cost, enhancing product quality. What is our role in making this happen and how do we develop the skill sets to make this happen?
- ▶ **Becoming Better Partners:** What do we look for in an industry partner? Why? How do we demonstrate those skills and values ourselves and develop a continuous improvement mindset?
- ▶ **Driving Organisational Change:** How can we get buy-in from internal stakeholders for driving new improvements and defining the direction of travel we want to take?
- ▶ **Developing Values in Others:** Discover how to instil the right values and approaches in others, ensuring that continuous improvement and leadership becomes a shared journey towards excellence.

Federica Frascchetti, Associate Director - Focus Factory Leader - Bio External Manufacturing, **MSD**

Daniel Hurni, Director Strategy and Business Operations, **Bristol Myers Squibb**



12:30 NETWORKING LUNCH

13:30 WORKSHOP B | FIXING DIFFICULT RELATIONSHIPS

BENCHMARKING BEST PRACTICE IN CONFRONTING DIFFICULTIES WITH EXTERNAL PARTNERS TO PROTECT & PROMOTE THE MANUFACTURE OF HIGH-QUALITY PRODUCTS

What do you do when your relationship with your partner takes a decidedly bad turn for the worse? In this next workshop, we look at strategies for repairing relationships and getting them back onto a firmer footing.

Core focus areas to include:

- ▶ **Warning Signs:** What are the tell-tale signs that your partnership is in trouble? How can you identify these issues early and before they grow into major issues?
- ▶ **Difficult Conversations:** What are the tried and tested approaches for engaging your partner on a difficult topic? How can you ensure that you engage constructively and empathetically?
- ▶ **Finding The Path Forward:** How can you collectively take ownership for resolving issues, demonstrating a willingness to find shared solutions to shared problems?
- ▶ **Knowing When It's Over:** Discover how to accurately assess when a relationship is beyond repair. How can you approach this realisation and what are the next steps?

16:00 PCM 2024 WELCOME DRINKS RECEPTION & INDUSTRY SPEED-DATING

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08:30 NETWORKING BREAKFAST

08:55 WELCOME FROM PHARMA IQ & INTERACTIVE PRIORITY POLLING SESSION

We begin this year's Pharma Contract Manufacturing Summit with two very simple questions:

- (1) What are the fundamental challenges we need to see addressed at this year's event?
- (2) Who do have in the room to help solve those problems?

Using interactive polling, we'll source the key challenges and give you a clear sense of the industry makeup we have in the room to confront them. We'll then benchmark our success in tackling the issues raised as we move through the event, leaving no stone unturned to get the answers you need!

Maik Talarczyk, Head, PMO ESO, **Sandoz**

SANDOZ

09:15 OPENING KEYNOTE | THE NEW HORIZON IN PHARMA CONTRACT MANUFACTURING

MAKING THE RELATIONSHIP WORK: ASSESSING CONTEMPORARY CHALLENGES IN COLLABORATING EFFECTIVELY TO ENSURE THE EFFICIENT PRODUCTION OF HIGH-QUALITY PRODUCTS

Following on from the interactive priority polling session, we survey the industry landscape and gives us their take on how we need to evolve our practices and decision-making criteria in the face of them.

Core focus areas to include:

- ▶ Technological Outlook: What do developments in technologies such as generative A.I mean for the way we work, outsource and collaborate with external partners?
- ▶ Aligning Evolving Priorities: How is the selection criteria by which we select CMOs evolving to incorporate factors such as sustainability? What does this mean for our decision-making going forward?
- ▶ Ensuring Quality & Competitiveness: We explore the strategies that pharmaceutical companies are deploying to drive down cost pressures without compromising product quality?
- ▶ Business Continuity Management: With ongoing geo-political uncertainty and persistent inflation, how is the industry responding to ensure long-term stability and effectiveness?

Maik Talarczyk, Head, PMO ESO, **Sandoz**

Carlo Capobianco, Global Head ESO MS&T Launch Global Head ESO MS&T Launch, **Sandoz**

SANDOZ

09:45 KEYNOTE PANEL | CMO SELECTION CRITERIA

CHARTING THE EVOLUTION OF CMO SELECTION CRITERIA & ITS IMPACT ON OUR ABILITY TO IDENTIFY & COLLABORATE WITH THE RIGHT PARTNERS

How are we to go about making the crucial decision about who we partner with? In this next panel, we ask how you can achieve the depth of knowledge required to select not only a reliable partner, but the right partner who meets a range of criteria.

Core focus areas to include:

- ▶ Aligning Goals & Expectations Ensuring that your goals are aligned is essential. But how do you achieve this level of transparency early on? What are the deeper level questions that need answering?
- ▶ Values & Culture: How can you discern whether a potential CMO is aligned with your goals and objectives and fully committed to delivering on what you need?
- ▶ What Your Product Needs: You need a partner who appreciates the specificity & uniqueness of your product – and can deliver it to a high standard. What does this synergy look like in practice?
- ▶ Evolving Criteria: How is the hierarchy of selection criteria evolving and how can you identify those partners who have the agility and flexibility to respond?

Vladimir Trapkov, Project Manager, Contract Manufacturing Operations (CMO), **Zentiva**

Massimiliano Brescia, Senior Global Director - Contract Manufacturing – Small Molecules, **AbbVie**

David Adoutte, Global Industrial, Purchasing & Supply Chain Director, **Laboratoires Théa**

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MAIN CONFERENCE DAY ONE: 10 APRIL 2024

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10:30



KEYNOTE | ACHIEVING HARMONISATION

GOING AFTER THE WIN-WIN: ALIGNING OUR PROCESSES, VALUES & GOALS TO SET UP OUR RELATIONSHIPS FOR LONG-TERM SUCCESS

How can you ensure the partnership gets off on the right foot? In this next keynote, we explore how to shape the relationship in the early stages so that it works in the mutual interest of both parties.

Core focus areas to include:

- ▶ Communication Fundamentals: Set the standard for good communication early, ensuring that any risks or points of contention are mitigated in good time.
- ▶ Trust & Transparency: How can you build trust and transparency into your partnership from the start and what are the practical benefits of this greater sharing and engagement with your partners?
- ▶ Setting the Standard: We explore how establishing expectations early on is not only critical for product quality but for the long-term success of any collaboration.
- ▶ Problem Solving & Conflict Resolution: When problems do occur, how can you engage with your partner constructively so to effectively resolve issues and take onboard the wider lessons to mitigate issues in the future?

Patrick Frey, Head of Contract Manufacturing, **Acino**



11:00

MORNING REFRESHMENT BREAK

11:30

ROUNDTABLE DISCUSSION GROUPS | BENCHMARKING NEW APPROACHES IN PHARMA CONTRACT MANUFACTURING

How does it work? Choose a 60-minute discussion on a pressing topic. Interact with your peers, identifying contemporary challenges and novel approaches to confronting them. Each roundtable is led by a subject matter expert.

A 30-minute feedback session will follow the discussions, where the roundtable leaders will share the key findings with the audience.

CAN WE CONTINUE TO DRIVE DOWN COSTS WITHOUT COMPROMISING QUALITY?	IN WHAT WAYS CAN WE IMPROVE DATA SHARING WITH EXTERNAL PARTNERS? Olaf Peter Birkenmeier , Head External Manufacturing, Polpharma Biologics 	HOW CAN WE COLLABORATE WITH PARTNERS TO MITIGATE ENVIRONMENTAL IMPACTS? Philip Coetzee , Director CMO Management, Daiichi Sankyo 
WHAT ARE THE KEY CONSIDERATIONS FOR ACHIEVING A SUCCESSFUL TECH TRANSFER? Christian Simon , Head of Technical Transfer External Manufacturing Injectables, Sanofi 	HOW CAN WE BUILD ROBUSTNESS & RESILIENCY INTO OUR SUPPLY CHAINS?	WHAT CAN YOU DO TO REPAIR & IMPROVE A PARTNERSHIP THAT IS IN TROUBLE?

13:00

NETWORKING LUNCH

“Lots of new knowledge and loved the fact that the speakers and attendees were so happy with information sharing. Also, the camaraderie with the attendees was great!”

Country Lead, Global Value Web BV

“It helped in better understanding the need for an effective relationship with suppliers and made clear the impact of sustainability in mutual business.”

Operations Manager, Bayer

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PANEL I PUTTING COLLABORATION AT THE HEART OF INNOVATION

PRACTICAL APPROACHES TO SUCCESSFUL PARTNERING: NEW PERSPECTIVES ON HOW TO ENSURE AN EFFICIENT & EFFECTIVE COLLABORATION WITH YOUR EXTERNAL PARTNERS

You've selected a partner. You've shaped how you expect the collaboration will work. But now you need to make that happen. In this next panel, we delve down into the fundamentals of good partnership working. How can we ensure that innovation and collaboration are one of the same thing?

Core focus areas to include:

- ▶ Combined Skills Deliver Greater Value: Be clear on what is needed from both sides and develop a practical plan for how you will continuously evolve the relationship moving forward
- ▶ Take Ownership as a Team: Move away from an internal/external mindset, incorporating your partners objectives and aligning them with into a shared mission
- ▶ Delivering Greater Transparency: What are the practical approaches for achieving greater transparency – not only in the way you communicate, but in the way you share data? How can technology enable this?
- ▶ Collaboration is Innovation: How has a more effective way of working impacted the future way of working? What are the implications for business improvement and product quality?

Kaisa Kallio, External Manufacturing Manager, **Orion Pharma**

Ulrich Rümenapp, Senior Biotech Program Lead, **Bayer AG**



14:45



KEYNOTE I TECH TRANSFERS

STRATEGIC INSIGHTS INTO LOCALIZING MANUFACTURE: A CASE STUDY ON INJECTABLE DRUG DEVICE COMBINATION MANUFACTURING IN EMERGING MARKETS

In this empirical examination, we delve into the intricacies of manufacturing an injectable drug device combination product within Emerging Markets (e.g. Saudi Arabia).

Core focus areas to include:

- ▶ The main reasons to localize manufacturing in Emerging Markets: What are the considerations to localize manufacturing in Emerging Markets in order to provide companies with a competitive advantage in the dynamic global business environment.
- ▶ Assessing Business and Technical Feasibility: An exploration of why the assessments of business and technical feasibility are intrinsically interdependent.
- ▶ Contractual Framework: A standardized strategic approach.
- ▶ Executing Tech Transfer: A delineation of the scope of the engagement, and an articulation of the level of control and influence we seek to exert.

Christian Simon, Head of Technical Transfer External Manufacturing Injectables, **Sanofi**



15:15



KEYNOTE I COMBINATION PRODUCTS

IN FOCUS: IDENTIFYING & OVERCOMING THE SPECIFIC CHALLENGES OF COLLABORATING ON THE MANUFACTURE OF COMBINATION PRODUCTS

With the rise of combination products comes an ever greater focus on how to successfully outsource the manufacture of these products to a high-quality in a cost-efficient and timely manner. What are the wider lessons we can learn from this process?

Core focus areas to include:

- ▶ Critical Success Factors in Building the Supply Chain: Ensure you have the right mix of development support and commercial manufacturing service offerings to guide your project through to implementation and delivery
- ▶ Effective Programme Management: How can you leverage technology to give you greater visibility on current activities and shorten the time of products to market?
- ▶ Partnerships for Success: Learn how to streamline efficiencies, enhance cost competitiveness and find innovative solutions when bringing these products to market
- ▶ Implications for the Wider Industry: What are the wider lessons we can learn on how to innovate the way we work to have more successful collaborations and partnerships?

15:45

AFTERNOON REFRESHMENTS

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CLOSING PANEL I CONFRONTING AN EVOLVING REALITY

THE BIG QUESTION: HOW IS RISING OPERATIONAL COMPLEXITY & UNCERTAINTY IMPACTING OUR LONG-TERM DECISION-MAKING IN PHARMA CONTRACT MANUFACTURING

How is rising operational complexity & uncertainty impacting our long-term decision-making in pharma contract manufacturing? In this concluding session, we ask how the macro-economic environment and geo-political situation are impacting not only our ability to achieve our goals but also our decisions and where and who to partner with.

Core focus areas to include:

- ▶ The Future Outlook: How are we to incorporate geo-politics in our decision-making, weighing up the pros and cons of partnering with particular regions of the world?
- ▶ Risk Mitigation Strategies: We explore what 'cost-effective risk-mitigation' means in-practice. How can you make the argument for investing more to offset risk?
- ▶ The Evolution of Risk: Discover how evolving regulatory factors, such as environmental impact mitigation, are changing the way in which we need to define operational risk
- ▶ Implications for Partner Localities: Is there now a greater emphasis on the locality of a potential partner due to operational complexity and uncertainty on a global scale?

Ulrich Rümenapp, Senior Biotech Program Lead, **Bayer AG**

Kaisa Kallio, External Manufacturing Manager, **Orion Pharma**

Federica Frascchetti, Associate Director - Focus Factory Leader - Bio External Manufacturing, **MSD**



17:00

MOLECULE MIXOLOGY DRINKS RECEPTION & GAMES EVENING



"Very open forum with frank discussions and good insights as to the experiences of other big pharma and CDMOs."

Dir ExM Operations, MSD

"Great experience. Benchmarking and networking opportunities was great! Especially liked the What IF scenarios and discussions around that."

Strategy Lead, Novartis Pharma AG

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08:30 NETWORKING BREAKFAST

08:55 CHAIRPERSON'S OPENING REMARKS

09:00 KEYNOTE | ENVIRONMENTAL SUSTAINABILITY



SUSTAINABILITY AS THE BUSINESS MODEL: HOW CAN WE ACHIEVE OPERATIONAL SUSTAINABILITY WITHOUT BURDENING OUR PRODUCTS WITH ADDITIONAL RISK OR COST?

To what extent is sustainability becoming a key factor in the selection of CMOs? In this morning's opening keynote, we ask how we can incorporate this into our decision-making without compromising the need to ensure product quality and cost-competitiveness.

Core focus areas to include:

- ▶ A Nice-to-Have or a Must-Have: Where does sustainability currently sit in the hierarchy of criteria when selecting a CMO? Have we reached the tipping point where mitigating environmental impacts is an essential requirement?
- ▶ Defining What Sustainability Means: How should we be measuring the environmental sustainability of potential partners and rating them against one another?
- ▶ Pay Now or Pay Later? What is cost-benefit analysis of getting ahead on sustainability initiatives? Is there an argument for paying more to save the business money in the longer run?
- ▶ Implications for CMOs: What does the drive towards greater environmental sustainability mean for the business models of CMOs and how are they responding?

Philip Coetzee, Director CMO Management, **Daiichi Sankyo**



09:30 KEYNOTE OPENING PANEL | SUSTAINABILITY AS A SELECTION CRITERIA



EVALUATING HOW THE NEED TO ACCURATELY CALCULATE & MITIGATE ENVIRONMENTAL IMPACTS IS CHANGING THE WAY IN WHICH WE IDENTIFY & COLLABORATE WITH EXTERNAL PARTNERS

How are these new principles being put into practice? In this next panel, we ask senior operators to demonstrate how they are translating intention into action on mitigating environmental impacts.

Core focus areas to include:

- ▶ A New Mindset: How do we need to change the way we think about selection in order to take a holistic view about what any potential partnership will mean for the business and our patients?
- ▶ The Practical Approach: Discover how to move from talking big on sustainability to implementing it in practice, with go-to methods for achieving a demonstrable impact
- ▶ Measuring Results: If we can't measure, we can't improve. Learn how to accurately quantify the impact of measures taken on driving down your Scope 3 emissions
- ▶ Wider Considerations & Implications for Future Decision-Making: What are the wider benefits of incorporating sustainability criteria into your decision-making framework and what does this mean for the future of how we work?

Gregory Vanderwinden, Associate Director External Manufacturing, **MSD**

Philip Coetzee, Director CMO Management, **Daiichi Sankyo**

Nicolas Puljic, Head External Manufacturing Biotech & Gene therapy DS, **UCB**



10:30 MORNING REFRESHMENT BREAK

“Excellent forum to hear what other companies, both pharma and CMO, are doing and the challenges they face in maintaining product supply.”

Director of External Manufacturing Relationships, Ipsen Biopharm Limited

“Excellent forum to meet representatives from both contract givers and contract acceptors.”

Director Global Network Strategy, Zoetis

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11:00



KEYNOTE | NON-TRADITIONAL MODELS

HOW CAN WE WORK TOGETHER DIFFERENTLY? DEMONSTRATING NEW APPROACHES TO CONTRACT MANUFACTURING & THEIR POTENTIAL ACHIEVE NEW LEVELS OF EFFICIENCY & EFFECTIVENESS

We've explored how we can improve our traditional ways of working – but isn't it time we thought outside the box? In this next session, we explore non-traditional ways of working and their potential to upend the way we collaborate.

Core focus areas to include:

- ▶ Creativity is Key: How do we think more creatively about how to reach our goals, implementing creative thinking from the outset to identify what we can do different to achieve better outcomes
- ▶ Building a More Flexible Operating Model: How can we free up capacity and drive down costs by taking a more flexible approach in the way we work together?
- ▶ Asking What's Needed, Not What's Typically Done: In what ways can we build processes around requirements, rather than building requirements around processes?
- ▶ Implications for Quality & Cost: We ask if a risk-based approach is holding us back from innovating our working practices. How can we ensure we leverage innovative working to drive efficiency and effectiveness?

Vladimir Trapkov, Project Manager, Contract Manufacturing Operations (CMO), **Zentiva**



11:30



KEYNOTE | CELL & GENE MANUFACTURING

IN FOCUS: INVESTIGATING THE SPECIFIC CHALLENGES & METHODOLOGIES INHERENT TO CELL & GENE PRODUCT MANUFACTURING

We turn the lens onto the manufacture of cell and gene therapies and ask not only how certain challenges are mitigated, but also what are the wider learnings for the industry from the manufacture of these products.

Core focus areas to include:

- ▶ Process Robustness: How are CMOs confronting the challenge of implementing a robust, reproducible platform that allows for manufacturing processes to be scaled up?
- ▶ Identifying Critical Quality Attributes: What are the questions that are being asked early in the process to ensure the correct quality and quantity are reached?
- ▶ Supply Chain Challenges: Discover how potential delays to critical materials are being factored in when building a robust and resilient supply chain for cell and gene products?
- ▶ Timeline Pressures: We explore in-detail the inherent timeline pressure in manufacturing cell and gene therapies and what this means for how processes are developed



12:00

PCM 2024 PRIZE-GIVING CEREMONY!

12:15

NETWORKING LUNCH

13:15

FOCUS GROUPS | CHARTING A PATH FORWARD

EVALUATING APPROACHES & SOLUTIONS TO SHARED CHALLENGES

In this next session, we break into groups to evaluate the approaches discussed at this year's event. What conclusions can we draw on the best ways forward on key challenges?

**BEST PRACTICE IN SELECTING
EXTERNAL PARTNERS**

**ENSURING TRANSPARENT &
EFFECTIVE COLLABORATIONS**

**ALIGNING EVOLVING BUSINESS
NEEDS WITH PARTNERS**

**DEFINING KEY SUCCESS FACTORS
IN 2024 & BEYOND**

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CONFERENCE WIDE DISCUSSION | KEY CONFERENCE TAKE-AWAYS

LOOKING UP & LOOKING OUT: DEFINING OUR PRIORITIES BEYOND 2024 & THE PRACTICAL NEXT STEPS THAT WILL PUT US ON THE RIGHT ROAD

We conclude this year's summit with a goal-setting panel, establishing what we see as the fundamental lessons from this year's event and how we ensure we leverage those lessons to get ahead on future challenges.

Core focus areas to include:

- ▶ A New Way of Thinking: How has the discussion at this year's event shifted are thinking on particular topics? In what ways will this impact our decision-making going forward.
- ▶ It Starts with Us: How can we become active advocates for the key developments and improvements that will allow us to confront future challenges and lay the foundations for long-term success?
- ▶ Tackling Stubborn Problems: What are the key issues that remain difficult to solve? How can we break these challenges down and begin to actively confront them?
- ▶ The Next Phone Call I Make Will Be To...: Who have we met at this year's event who we can reach out to post-event to collaborate on a particular challenge? We encourage delegates to think who their new 'Industry Best Friends' are!

All participants will have an opportunity to contribute their views in this closing discussion.

Debate chaired by: **Maik Talarczyk**, Head, PMO ESO, **Sandoz**

SANDOZ

15:00

CHAIRPERSON'S CLOSING ADDRESS & END OF PHARMA CONTRACT MANUFACTURING 2024



Sponsorship & Exhibition Opportunities

09th - 11th April 2024 | Berlin, Germany



THOUGHT LEADERSHIP

The Pharma Contract Manufacturing conference will bring together senior decision makers from leading pharmaceutical and biotech companies! Gain competitive edge by showcasing your services to those actively looking for guidance and with a remit to buy.

We offer a comprehensive range of platforms, media, networking opportunities and marketing channels to deliver your objectives. Get in touch today to discuss how sponsoring can move your business forward for 2024 and beyond.



NETWORKING

Focused on high-level discussions, this event will be the ideal platform to forge new and developing partnerships as well as showcase your capabilities first hand. We provide the opportunity for you to provide a list of companies and individuals you would like our VIP team to invite. This ensures the right audience is being targeted to reflect your objectives. Our onsite team can help introduce you to your desired prospects. Included in the package:

- ▶ Targeted delegate acquisition campaigns
- ▶ Prospect listing
- ▶ On-site introductions
- ▶ Private lunches and breakfast briefings
- ▶ Evening networking sessions
- ▶ Email introductions
- ▶ LinkedIn introductions

"It has very valuable for me to meet and exchange with the people from the pharma industry be it originator, service provider, CMO and others. Seeing and understanding the issues we are all facing and being able to exchange on possible solutions is inspiring."

Key Account & Marketing Manager Contract Manufacturing, Acino International AG



BRAND AWARENESS

Our facilities for on-site branding and exposure are unbeatable. Our dedicated marketing team can help you to achieve your promotional goals in the months leading up to the event, with brochure drops and tailored website coverage. Included in the package:

- ▶ Online presence on the website
- ▶ Listings and logos on all event materials
- ▶ Lanyard / App / VIP Room sponsorship
- ▶ Literature seat drops and flyer handouts
- ▶ Survey sponsorship
- ▶ Social media marketing

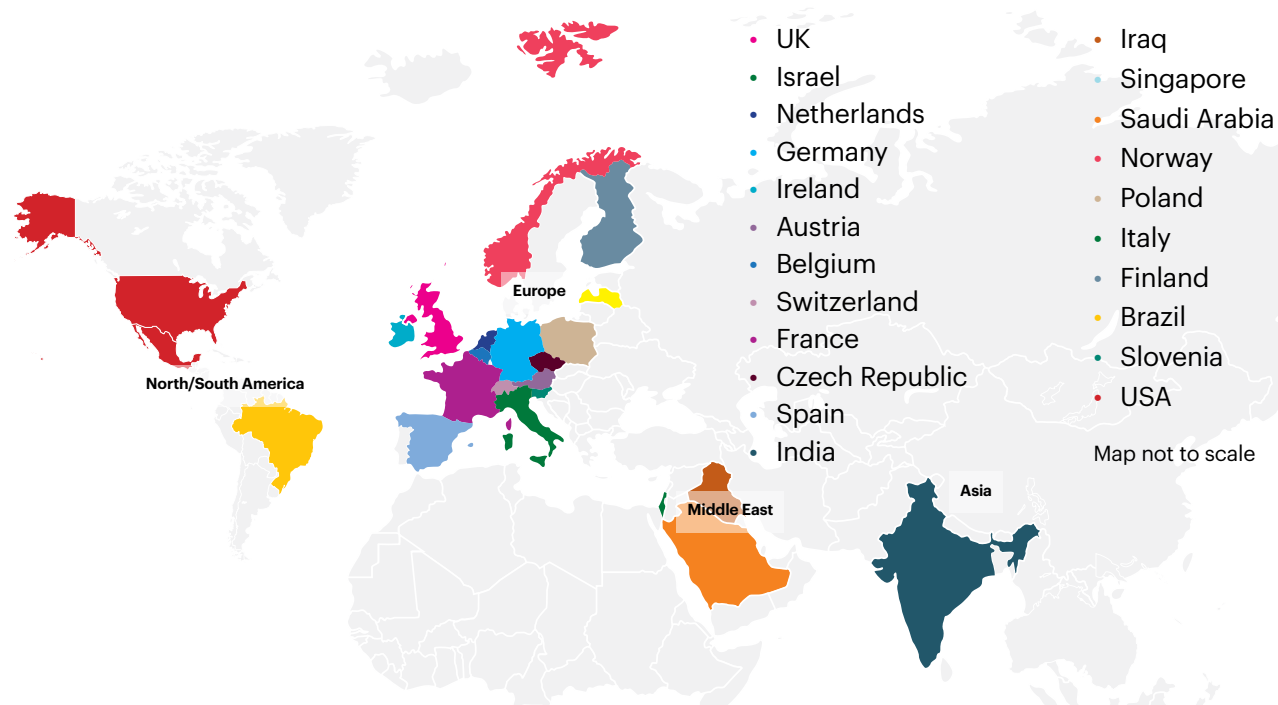


Gal Cohen

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A global pharma community, with members from:

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FREE INDUSTRY RESOURCES

You can access a variety of free resources such as whitepapers, articles, news, podcasts and presentations online at: pharmacontractmanufacturing.iqpc.co.uk



About Pharma IQ

Pharma IQ
a division of IQPC

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