



CATOLICA | Executive
Education
MEDICAL SCHOOL

LISBOA

Biotech Startups & Pharma

Strategy, M&A and beyond

Faculty:

Daniel Guedelha

João Santos Pereira

José Maçãs

Ana Constante



HOSPITAL DA LUZ
LEARNING HEALTH
TRAINING, RESEARCH & INNOVATION CENTER



Summary of the course

A program tailored for individuals aspiring to enhance their expertise and proficiency within the biotech sector, especially those interested in working with the biotech ecosystem and advancing innovation within the field.

November - December 2024:
Fridays (from 5pm) and
Saturdays (9am-1pm)

Face to Face at [Católica Medical School](#)

Program

This course will equip participants with a comprehensive view on Biotech & Pharma industry - from inception to business scale-up including patent strategy, clinical research & regulatory framework, funding and end-to-end M&A deal journey.

Audience

The program is suited for:

- ✓ individuals within the Life Sciences & Healthcare industry seeking to expand their knowledge of biotech startups landscape;
- ✓ leaders and managers in biotech startups;
- ✓ entrepreneurs and executives entering the Biotech and Pharma space; and/or
- ✓ professionals contemplating a career transition to a Strategy, M&A, Corporate Venture Capital or Business Development role.



Faculty



Anna Mattson

Partner in Strategy and Corporate Finance at McKinsey
 Global lead of Life Sciences M&A strategy and portfolio transformation
[Linkedin Profile](#)



Nuno Prego Ramos

President and CEO at Valvian
 Nuno was also Co-Founder and CEO of CellmAbs (leading to Patent assignment and Licensing agreement with BioNTech)
[Linkedin Profile](#)



Raúl Saraiva

Chief Scientific Officer & Venture Partner at 3xP
 Building & investing in ventures advancing novel therapeutics and next-gen Healthtech. Previously Head of Operations at Aethon Therapeutics.
[Linkedin Profile](#)



Isabel Afonso

CEO at Arcera Life Sciences
 Previously Head of In-Market Brands and Business Innovation for Novartis International and Sandoz
 Head of Global Commercial Operations
[Linkedin Profile](#)



Helena Corte-Real

VP, Regulatory Portfolio Data & Content Senior Lead at Roche
 Previously led Regulatory Operations group within Product Development also at Roche
[Linkedin Profile](#)



Joana Piriquito Santos

Founding Partner of law firm NLP Lawyer | PharmD
[Linkedin Profile](#)



Filipe Duarte

M&A Due Diligence at Novo Nordisk
 Project Director working with the M&A Due Diligence team to assist in Novo Nordisk's Business Development agenda
[Linkedin Profile](#)



Luis Correia

Biotech consultant
 (ex- Roche and ex-Credit Suisse)
[Linkedin Profile](#)



Jorge Santos Silva

Founder and CEO at MoonLake Immunotherapeutics
 Previously a Senior Partner at McKinsey's and a Leader in its Pharmaceuticals & Medical Products Practice
[Linkedin Profile](#)



Daniel Guedelha

Strategic Advisor to Global Pharma and Biotech
 Chief of Staff to President of Global Health and Sustainability, Global Integration & Separation Manager and other leadership roles in Operations at Novartis
[Linkedin Profile](#)



João Pereira

Executive Director at Católica Medical School
 A Biostatistician, Entrepreneur and Innovation specialist. Previously CEO of HeartGenetics and Magnomics
[Linkedin Profile](#)



José Maçãs

Director - M&A Life Sciences & Healthcare - Deloitte
 Helping Life Sciences, Medtech, Healthcare and Consumer Health companies to build M&A capabilities and create value from buy/sell-side transactions, alliances and partnerships
[Linkedin Profile](#)



Course content (1/2)

| Title | Invited lecturer and topics |
|--|--|
| <p>0</p> <p>Welcome and network (15th November; 17h00)</p> | <p>Daniel Guedelha, João Pereira, José Maçãs</p> <ul style="list-style-type: none"> • Introduce the comprehensive course program, highlighting key topics, activities, and learning objectives for participants. • Facilitate the formation of working groups, enabling attendees to collaborate on business case analyses and discussions. |
| <p>1</p> <p>Current Pharma Industry Strategy and M&A (16th November; 09h00)</p> | <p>Anna Mattson – Partner and Global lead of Life Sciences M&A strategy and portfolio transformation at McKinsey</p> <ul style="list-style-type: none"> • Explore the evolving strategies of Pharma firms, emphasizing innovation to satisfy market demands and shareholders. • Examine the imperative for M&As in Pharma, spotlighting recent trends and the allure for external acquisitions. |
| <p>2</p> <p>From Idea to Exit: Inside a Biotech Startup's Journey (22nd November; 17h00)</p> | <p>Nuno Prego Ramos - President and CEO at Valvian, previously at CellmAbs</p> <ul style="list-style-type: none"> • Gain insights into the critical role of a startup biotech CEO and the path to success. • Explore key challenges faced, strategies for engaging with big Pharma, and crucial lessons learned. |
| <p>3</p> <p>Funding and Financing: From Business Angels to IPOs (23rd November; 09h00)</p> | <p>Raúl Saraiva - Chief Scientific Officer & Venture Partner at 3xP Global</p> <ul style="list-style-type: none"> • Investigate diverse funding avenues within biotech, from Venture Capital to Private Equity investments. • Delve into strategies for accessing capital markets, including navigating dual-track options like sales versus listings. |
| <p>4</p> <p>Protecting Innovation: Intellectual Property (29th November; 17h00)</p> | <p>Joana Piriquito Santos - Founding Partner at NLP</p> <ul style="list-style-type: none"> • Explore the critical importance of intellectual property (IP) in the biotech sector for innovation protection. • Discuss strategic approaches and timing for safeguarding biotech innovations through patents, trademarks, copyrights, and more |
| <p>5</p> <p>Business case 1 - Biotech startup (30th November; 09h00)</p> | <p>Business case presentation by participants</p> <ul style="list-style-type: none"> • Craft strategic presentations for real biotech startups, outlining funding needs, partnership opportunities, or IPO preparation. • Guide participants in selecting and analyzing startup strategies aligned with raising capital, partnership, or public listing goals. |



Course content (2/2)

| Title | Invited lecturer and topics |
|--|---|
| <p>6</p> <p>Clinical Trials and Regulatory Framework: Essentials (6th December; 17h00)</p> | <p>Helena Corte-Real – VP, Regulatory Portfolio Data & Content Senior Lead at Roche</p> <ul style="list-style-type: none"> • Examine the critical role that clinical trials play in the pharma/biotech business • Understand the difference in regulatory requirements across major markets in the conduct of trials and approval of medicines |
| <p>7</p> <p>Global Biotech Hubs: The Success Story of Basel (7th December; 09h00)</p> | <p>Luis Correia - Biotech consultant</p> <ul style="list-style-type: none"> • Case study: How Basel became Europe's leading healthcare cluster • Success factors of biotech hubs: How to strengthen Portugal's standing |
| <p>8</p> <p>Big Pharma Insights: Mastering M&A Strategy, Valuation, and Execution (13th December; 17h00)</p> | <p>Filipe Duarte (M&A Due Dilligence at Novo Nordisk) and José Maçãs (M&A Life Sciences at Deloitte)</p> <ul style="list-style-type: none"> • Explore the comprehensive phases of Pharma M&A, including due diligence, valuation, deal structuring, and licensing agreements. • Gain insights into the strategic perspectives of Pharmaceutical M&A and Business Development teams during transactional processes. |
| <p>9</p> <p>Business case 2 – Portugal Global Biotech Center (14th December; 09h00)</p> | <p>Business case presentation by participants and Gil Azevedo - Executive Director at Unicorn Factory Lisboa</p> <ul style="list-style-type: none"> • Develop actionable proposals to position Portugal as a leading European hub for healthcare innovation within 5 years. • Formulate strategic initiatives addressing infrastructure, investment, and ecosystem development to catalyze Portugal's biotech potential. • Unicorn Factory: A Real Case of Hub Creation in Lisbon |
| <p>10</p> <p>The history of a 3 billion dollars company (20th December; 17h00)</p> | <p>Jorge Santos Silva - Founder & CEO at MoonLake Immunotherapeutics</p> <ul style="list-style-type: none"> • A journey from foundation, to the combination with Helix Acquisition Corp and listing in Nasdaq • Company's future: Creating next-level therapies for inflammatory skin and joint diseases. |
| <p>11</p> <p>Leadership journey: Pharma, Private Equity and Sovereign Fund shareholder (21st December; 09h00)</p> | <p>Isabel Afonso – CEO at Arcera Life Sciences</p> <ul style="list-style-type: none"> • My leadership journey in Healthcare • Big Pharma and the different life science segments: from generics to highly innovative medicines • Learnings from different business settings: corporate, private equity and sovereign fund shareholding |



Summary

9 modules, including 2
working sessions and
group work

20
Participants

~35 hours of
lecturing

2'500 euros per
participant





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Thank you