

## Member structure

500 members  
coming from 323 companies

- ▶ 183 pharma companies
  - ▶▶ 31 international affiliates
  - ▶▶ 84 German companies  
(also active international and in OTC)
  - ▶▶ 41 national and international biotech companies
  - ▶▶ 27 national and international generic companies
- ▶ 140 service providers

The term *service provider* means

- ▶ regulatory support
- ▶ toll manufacturing
- ▶ development support
- ▶ API support
- ▶ consulting support

The German pharmacy market 2010 has an estimated ex-factory volume of approx. 25 billion Euro.

The members of PLCD correspond to 16.2 billion Euro, rounded up to 65 % of the pharmacy market.

as of July 2011



## Membership criteria

The PLCD welcomes membership applications by:

- ▶ Individuals employed by companies which own or look for products or technology to license can apply for full membership. Membership is for the company/person combination; if persons change the company, they must reapply for membership.
- ▶ Individuals who do not have their own products/technologies but provide a service to those who do can apply for associate membership. Membership is personal to the individual.
- ▶ Full members of the PLCD can apply for affiliate membership.

## Benefits of membership

- ▶ Priority booking for conferences and training courses
- ▶ Attendance fee for meetings at reduced rate
- ▶ Attendance fee for seminars at reduced rate
- ▶ Can bring a guest to meetings
- ▶ Networking opportunities
- ▶ The PLCD website - full members have access to members section of the website, which includes the membership database.

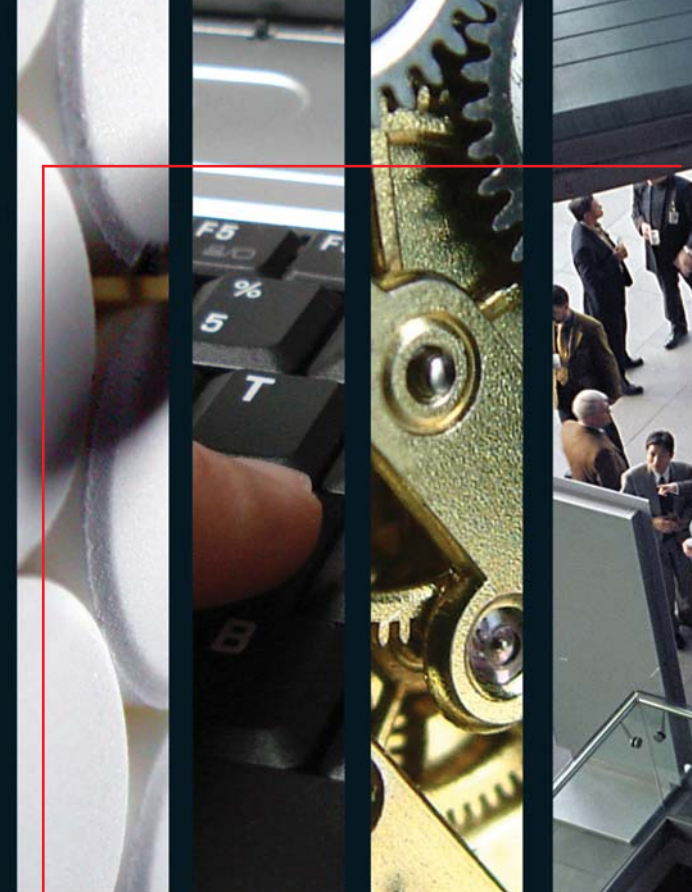
## Contact

If you like to ask for membership or for more information, please be so kind to contact the PLCD with the **appending fax form** or use our homepage **[www.plcd.de](http://www.plcd.de)** (go to the link "Anmeldung")

We will answer immediately and we hope to welcome you soon as a new PLCD member.



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Pharma Licensing Club Germany:

A PLACE FOR  
PHARMA / BIOTECH -  
NETWORKING



## Membership application

### What is the mission of the Pharma Licensing Club?

As a professional association, the PLCD's mission is to provide its members with a forum to meet and discuss matters of general interest, to promote best practice in the profession and to provide training and education in the field of pharmaceutical and biotechnology business development and licensing.

### What is the background of the Pharma Licensing Club?

The Pharma Licensing Club Deutschland (PLCD) was established in 1999 with a constitutive general meeting. The objective of the club is to offer managers of the pharmaceutical industry with interest in licensing and cooperations a periodical forum where they can meet, exchange experiences and ideas and commonly improve their own skills.



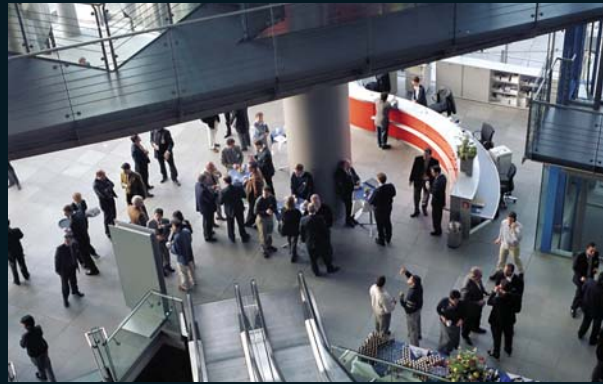
The focus is on Germany but the club is also connected closely to comparable organizations in other countries.

### What is the meeting policy of the Pharma Licensing Club?

The PLCD organizes a get-together twice a year - in spring and in autumn.

These two day meetings include:

- ▶ interactive workshops
- ▶ possibilities for informal networking during the evening
- ▶ selected presentations related to the pharma environment and to other relevant matters the following morning
- ▶ space for individual meetings in the afternoon



Furthermore the PLCD offers together with the semi-annual meetings workshops (limited number of participants and contribution towards expenses) which cover financial, regulatory and legal issues of the licensing business.

In addition the PLC Deutschland offers in cooperation with the English Pharma Licensing Group a three days seminar "Licensing & Business Development" twice a year. The seminar is to help

- ▶ to establish the connection between company and licensing strategy
- ▶ to optimize structure and operations of business development processes
- ▶ to find the right licensing partner
- ▶ to learn how to handle better pitfalls of intellectual property rights
- ▶ to evaluate license offers and risks from the financial point of view properly
- ▶ to improve negotiation strategies and tactics

The seminar benefits managers of pharmaceutical industry and biotechnology, who are new in the business development field and those who look for an overview of the complex Business Development & Licensing or want to improve their already existing knowledge.

**Fax No. +49 (0) 228 / 22 45 11**

I would like to become a PLCD member:

Title: \_\_\_\_\_ First name: \_\_\_\_\_ Surname: \_\_\_\_\_  
 Job position: \_\_\_\_\_ Company: \_\_\_\_\_  
 Street: \_\_\_\_\_  
 City code: \_\_\_\_\_ City: \_\_\_\_\_ Country: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ eMail: \_\_\_\_\_  
 Date: \_\_\_\_\_ Signature: \_\_\_\_\_

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