

# Winter Meeting 2026

📍 BCF Law, Montreal | February 11-12, 2026

## Day 1: Getting the Deal Done

1:00 PM

### Welcome

1:15 PM

### Panel: Smarter Diligence for Better Deal Outcomes

#### Speakers:

**Carmela De Luca**, Principal, Smart & Biggar

**Ruth Moses**, VP, Quality, Regulatory & Safety, Innomar

**Isabelle Trempe**, Former VP of BD and Commercial Operations, Paladin Labs

**Ian Weinstein**, Partner, Transaction Advisory Services, Richter

**Moderated by: Lyanne Winikoff**, Partner, Greenspoon Winikoff

#### Learning Objectives:

- Prioritize due diligence for licensing vs. M&A, with a focus on what matters most at each deal stage and structure
- Identify issues that reprice, delay or kill deals, and learn to distinguish true deal breakers from manageable risks
- Synthesize cross-functional findings into actionable BD recommendations and negotiation leverage

2:45 PM

### Networking Break

3:15 PM

### Sponsor Presentation: Leyton

3:30 PM

### Panel: Securing the Financing That Gets the Deal Done

#### Speakers:

**Christian Barrow**, Market Executive, Life Sciences, JP Morgan

**Louis-Etienne Fortier**, Managing Director, Investments, Life Sciences, Investissement QC

**Laurent Lecanu**, Director, Life Science North America, Leyton

**Moderated by: Tim Hendrickson**, CEO, TheiaNuvo Health Inc.

#### Learning Objectives:

- Understand the current landscape for different sources of funding
- Analyze how financing due diligence differs from deal due diligence and project financials
- Learn how to avoid common pitfalls and obstacles to securing funding

4:45 PM

### End-of-Day Wrap-Up

5:00 PM

### Cocktail & Awards: Deal of the Year & Hall of Fame

7:00 PM

### Dinner: Le Mount Stephen

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## Day 2: Making the Partnership a Success

8:00 AM Breakfast

8:30 AM Annual General Meeting

8:45 AM Sponsor Presentation

9:00 AM Panel: Making the Deal's Objectives a Reality

**Speakers:**

Pete Ecclestone, Business Development Director – Specialty, Pendopharm

Annie Gauthier, Partner, Lawyer, BCF

Amal Khouri, Chief Business Officer, Knight Therapeutics

**Moderated by:** Tim Hendrickson, CEO, TheiaNuvo Health Inc.

**Learning Objectives:**

- Understand the key workstreams that are essential to successful governance and integration
- Learn how to establish clear roles, responsibilities and communication
- Analyze common obstacles to integration success

10:15 AM Networking Break

10:45 AM Panel: Unlocking the Full Potential of Alliance Management

**Speakers:**

Jody Engel, Country Manager, Amicus Therapeutics

Sandra Tomassini, VP, Alliance Management, Apotex

Isabelle Trempe, Former VP of BD and Commercial Operations, Paladin Labs

Joost van der Mark, VP, Corporate Development, BioSyent

**Moderated by:** Jessica Turcotte, Director, BD and Strategy, Norwell Consumer Healthcare

**Learning Objectives:**

- Understand what success looks like for Alliance Management across different business models
- Learn how to create and sustain value through strategic alliances
- Gain practical strategies to navigate relationships and complexity

12:00 PM Lunch

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