



**LSPCanada Fall Meeting 2023**  
**Inn on the Twenty**  
**Jordan, Ontario**  
**September 20-22**

**Sponsored by:**

**cencora**  
Innomar Strategies



***Market Trends for Partnering Friends:***

**The Dealmaker's Guide to what's happening with drugs coming to Canada**

AGENDA

**Wednesday, September 20, 2023**

6:00 PM                      Cocktails followed by dinner – Jordan Room  
8<sup>th</sup> Annual LSPCanada BD Hall of Fame Award Presentation

**Thursday, September 21, 2023**

7:15 AM                      Breakfast - Valley View Foyer  
8:15 AM                      Welcome and introduction - Valley View Room  
8:30-9:30 AM                **Pete Ecclestone** presents:  
An in-depth analysis of drug approvals in Canada and related Health Canada trends  
9:30-10:30 AM              **Mark Omoto** from **IQVIA** presents:  
Myths and Truths of drugs coming to Canada  
10:30AM-11:00AM            Coffee Break  
11:00AM-12:00PM           **Mary Speagle** from **Innomar** presents:  
Regulatory Perspectives on drugs being approved in Canada:  
What you need to know  
12:00-12:30 PM              Panel Discussion  
12:30 PM                      Lunch followed by afternoon networking activity (hike up the  
escarpment to Calamus Winery)  
6:00 PM                      Meet in hotel lobby for transport to offsite dinner at  
Megalomaniac Winery

**Friday, September 22, 2023**

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| 7:30 AM        | Breakfast - Valley View Foyer  |
| 8:30 AM        | Welcome to PLCF guests and introduction to LSP Canada<br>Introduction to PLCF  |
| 8:45-9:15 AM   | Recap of Canadian Market Trends  |
| 9:15-10:15 AM  | Pitch presentations by PLCF members:<br><b>Bliss DTx</b> – Etienne Lepoutre, CEO<br><b>ADOCIA</b> – Jeremy Benattar, Marketing & Strategy Director<br><b>Galien</b> – Franklin Delaye, Strategy Director |
| 10:15-10:45 AM | Coffee Break and Hotel Check-Out   |
| 10:45-11:30 AM | Pitch presentations by PLCF members:<br><b>Crossject</b> – Henri Bodeau, Business Development Manager<br><b>Chronolife</b> - Laurent Vanderbrouck, CEO   |
| 11:30-12:00 PM | Panel Discussion   |
| 12:00 PM       | Lunch and conclusion of meeting  |