

MODULE DE FORMATION

Mastering the Financial Aspects of M&A Transactions, A Comprehensive Approach*

M&A Process, Valuation & Financial Deal Structuring



Mardi 26 novembre 2024

de 14h00 à 18h00 *Clôturé par un apéritif Networking*

Au cours de cette formation, nous explorerons le processus de M&A à travers des études de cas récents, avec un accent particulier sur les approches M&A émergentes dans l'industrie de la santé. La formation couvrira les aspects fondamentaux des transactions M&A et approfondira les stratégies innovantes qui façonnent l'avenir des opérations dans ce secteur.

**Jean-Noël
PELLEGRIN**
Valuation and deal
structuring expert
in Life Sciences



**Eric
MOUSSAUD-
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PLCF, Vice
President of
Operations

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Prix : 130€



**Mergers & Acquisitions*



PLCF

Pharma Licensing Club France

Les formateurs



Jean-Noël PELLEGRIN

Valuation and deal structuring expert in Life Sciences

Jean-Noel has over 30 years of experience in corporate finance and is an accomplished expert in the field of valuation of Life Sciences projects and financial structuring of BD transactions.

He has supported hundreds of transactions for the last 15 years as part of SANOFI's Corporate Finance. His responsibilities cover all financial aspects of transactions: financial due diligence, valuation of assets, deal structuring optimization and negotiation, and final agreements. He has a deep experience in building business cases, assessing value creation, and supporting Business Development and M&A teams for local or global projects. He provides support for the entire range of collaborations, partnerships & licensing transactions, as well as M&A deals (minority equity stake, full acquisition of private or listed companies). Prior to this experience, Jean-Noel has held various Finance manager positions (E&Y consultant, CFO of Renault and IBM manufacturing sites, global R&D controlling at Sanofi). He holds a diploma from Sciences-Po Paris and an MBA from Babson College.

In parallel with Sanofi, Jean-Noel is an active member of the Biotech and Finance forums of the New England French-American Chamber of Commerce (FACNEE), and serves as a mentor to biotech companies via MassBio, FACNEE, BioLabs.

Jean-Noel enjoys creating links with consultants and academic institutions to build courses, webinars, interactions in his field of expertise.



Eric MOUSSAUD-FERGEAU

PLCF, Vice President of Operations
Strat&BD Solution, Business Development Consultant

Eric has extensive experience in the life sciences industry, with a strong managerial, scientific, and academic background. He has held executive positions for more than 33 years in marketing, sales management, and business development at Synthelabo and Sanofi, at local and international levels.

At Synthelabo, he managed multiple therapeutic areas including Cardiology, Internal Medicine, Gastro-Enterology, Urology, and Respiratory. After Sanofi's merger with Synthelabo in 1999, he led global marketing, successfully launching the antipsychotic Solian worldwide. He later became the Director of Global CNS Marketing, overseeing Psychiatry, Neurology (Epilepsy, Depakine, Depakote, and other products).

In 2004, after Sanofi's acquisition of Aventis, Eric became Head of Business Development for Sanofi Europe and a member of the Global Business Development Committee. He managed the Sanofi – MSD – Sanofi Pasteur MSD (JV) Alliance during the launch of Gardasil in Europe. Over 15 years, he excelled in diverse business development transactions, including in-licensing, out-licensing, product divestments, and company acquisitions in Europe. He played an important role as the European representative, evaluating R&D and commercial external opportunities, aligning with the multinational company's strategic objectives.

Furthermore, Eric has served as Vice President of the PLCF since 2014. After leaving Sanofi at the end of 2019, he retained the role of Vice President of Operations at PLCF. Additionally, he offers consulting and training services in business development through his own company specializing in BD solutions.

