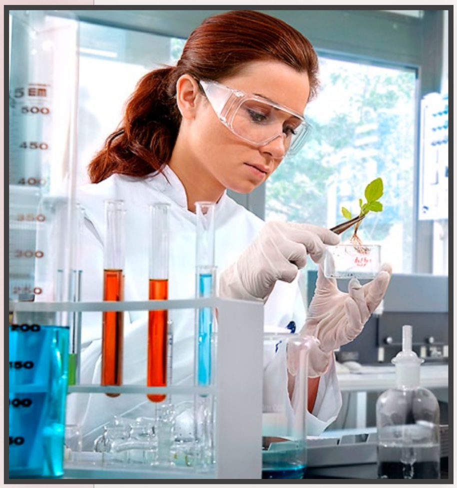
2013

Pharmaceutical/Biotech Accounting & Reporting Update Conference



Iselin, NJ
Hilton Woodbridge
May 16–17, 2013

Designed for financial professionals in the pharmaceutical and biotechnology industries.

Get the most recent updates on changing regulations, industry trends and the latest life sciences accounting and reporting best practices. Discover how health care reform, the credit crisis, the SEC and international tax planning will impact the financial reporting of pharmaceutical and biotech companies. Plus, gain technical guidance from top level pharmaceutical finance officers and government regulators in this highly focused two-day conference.

AGENDA HIGHLIGHTS

- The pharma/biotech market today and tomorrow
- Health care reform update
- Regulatory update: aggregate spend reporting and the Sunshine Act
- Valuation considerations
- Affordable Care Act: business impact and marketplace challenges
- FASB/IASB update
- Revenue recognition challenges under current GAAP
- Business combinations and impairments
- M&A update: current trends and best practices
- SEC hot topics affecting pharmaceutical and biotech companies

THIS PROGRAM IS ALSO AVAILABLE VIA LIVE WEBCAST

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2013

Pharmaceutical/Biotech Accounting & Reporting Update Conference

CODE: C284ENJX080 ▪ CPE CREDIT: 16 HOURS ▪ PRICE: $1445

MAY 16 AGENDA

Deluxe Continental Breakfast & Registration
8:00 – 8:45 AM

Welcome & Opening Remarks
8:45 – 9:00 AM

The Pharma/Biotech Market Today & Tomorrow
9:00 – 10:15 AM

- Current health of the industry
- Key drivers
- Emerging trends
- Returns in R&D
- Regulatory and legislative outlook

Break
10:15 – 10:30 AM

Health Care Reform Update
10:30 AM – 12:15 PM

- Expected new rules for AMP and BP and the overall impact to the Medicaid Drug Program
- Potential impact on AMP calculation methodology and Medicaid rebate liabilities
- Emerging industry best practices to address the proposed rules
- Preparations that will be necessary to comply with proposed new rules
- Best practices for compliance
- Gross-to-net accounting
  - Best practices for estimating and reporting gross-to-net deductions (chargebacks, rebates, returns and other discounts)
  - Issues and solutions

Luncheon
12:15 – 1:00 PM

Regulatory Update: Aggregate Spend Reporting & the Sunshine Act
1:00 – 2:15 PM

- Update/status of the proposed changes to the Sunshine Act
- Issues within the Spend Reporting Compliance Continuum
- Aggregate spend disputes and inquiries from health care professionals

Break
2:15 – 2:30 PM

Valuation Considerations
2:30 – 3:45 PM

- M&A and intangible asset valuations
- Alternative methodologies for IPR&D valuation
- Discount rate considerations
- Inventory valuation and complexities in the pharmaceutical industry
- Contingent consideration: accounting treatment and royalty arrangements
- Day Two impairment considerations and "Step 0"

Affordable Care Act: Business Impact
3:45 – 4:45 PM

- Marketplace challenges
- Accountable Care Organizations (ACOs)
- Insurance exchanges

Cocktail Reception
4:45 – 5:45 PM

Deluxe Continental Breakfast
8:00 – 8:30 AM

Keynote Speaker
8:30 – 9:15 AM

FASB & Technical Accounting Update
9:15 – 10:30 AM

- FASB/IASB update
  - Key projects: summary and timeline
  - Revenue recognition
  - Leases
  - Financial instruments
- Revenue recognition challenges under current GAAP
  - Collaborative arrangement considerations
  - Gross-to-net deductions
  - Refunds
  - Rights of return
  - Contingencies
  - Stand-alone value

Break
10:30 – 10:45 AM

FASB & Technical Accounting Update *(continued)*
10:45 AM – 12:45 PM

- Income taxes
  - Valuation allowances
  - R&D tax credits
  - Fiscal cliff legislation
- Business combinations and impairments
- Other industry hot topics
  - Medical device excise tax

Luncheon
12:45 – 1:30 PM

M&A Update: Current Trends & Best Practices
1:30 – 2:45 PM

- M&A best practices
  - Due diligence
  - Contract support
  - Closing and integration
- Key diligence issues in emerging markets
  - Trends in licensing terms

Break
2:45 – 3:00 PM

SEC Hot Topics Affecting Pharmaceutical & Biotech Companies
3:00 – 4:30 PM

An in-depth discussion of reporting standards and the most common areas of focus and comments from the SEC most relevant to pharmaceutical and biotech companies including:

- Perspectives on the development in global standards and reporting, including IFRS
- Updates on the SEC review process
- Frequent SEC comments and areas of focus

Conference Ends
4:30 PM

Register Today ▪ 1-800-544-1114

LEARNING OBJECTIVE To provide updates on the changing regulations and the latest life sciences accounting and reporting best practices for pharmaceutical and biotech companies.

PREREQUISITE None. **ADVANCE PREPARATION** None. **PROGRAM LEVEL** Update. **NASBA FIELD OF STUDY** Accounting. **DELIVERY METHOD** Group-Live.

CONFERENCE SPEAKERS

Ben Barrameda, Partner, Cumulus Consulting LLC

Chris Caruso, Senior Manager, Accounting, M&A Transaction Services, Deloitte & Touche LLP

Andreas Chrysostomou, Managing Director, Duff & Phelps

Margy Coll, Partner, Assurance Services, Ernst & Young LLP

Tim Gordon, Partner, Financial Accounting Advisory Services, Life Sciences Leader, Ernst & Young LLP

James Hlavenka, Associate, Buchanan Ingersoll & Rooney, P.C.

John Pennett, Partner-in-Charge, Life Sciences Group, EisnerAmper

Todd Pierro, Accounting Partner, M&A Transaction Services, Deloitte & Touche LLP

Linda Pissott Reig, Shareholder, Buchanan Ingersoll & Rooney, P.C.

William Roberts, Senior Manager, Assurance Services, Ernst & Young LLP

Barbara Ryan, Consultant and Research Analyst, Barbara Ryan Advisors

Jay Seliber, Assurance Partner, National Accounting Consulting Services Group, PwC

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