

Trends in Business Development & Licensing in the Pharmaceutical and Healthcare industry Italy & Swiss HLG Summer Conference

Milan (Italy), June 6th-7th, 2019

GENERAL INFORMATION

Participation at Italy HLG and Swiss HLG Summer Conference on June 6th-7th:

- **Fee for Italy HLG or Swiss HLG Members**
€ 200,00 + 22% VAT
- **Registration Fee for Non-Member**
€ 350,00 + 22% VAT
(Includes Conference, Networking Cocktail, Dinner, Lunch and
Coffee breaks)
- **Networking Dinner**
€ 50,00 + 22% VAT (€ 61,00)
- **Double Room for single use (one night-June 5th/6th)**
€ 176,00 + VAT (€ 214,72) + € 5,00 fee
- **Double Room (one night - June 5th/6th)**
€ 186,00 + VAT (€ 226,92) + € 5,00 fee

With the participation



Registration fee should be sent by:

- WIRE TRANSFER:
CREDEM IT98 D03032 73920 010000004079
SWIFT CODE: BACRIT21927

Description of payment:
Italy HLG Meeting and name of participant.

- REGISTRATION FORM AND WEB PAYMENT:
<http://fencia-events.eu/italyhlg>

Your data will not be disclosed to third parties, in compliance with Legislative Decree
n. 196/2003 on the protection of personal data

ROOMS CANCELLATION POLICY:
Cancellation is possible only until May 5,
from May 6 until 15 days before the event - 70%,
14 days before the event - 100 %

ACCORDING TO LOCAL TAX REGULATION (VAT):
Registration for Companies from outside Italy will be VAT free.

Visit our web sites at:

Italy HLG
www.italyhlg.it

Swiss HLG
www.swisshlg.com



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Naviglio, Milan

Venue

Art Hotel Navigli
Via Angelo Fumagalli, 4
20143 Milan

**Trends in Business Development & Licensing
in the Pharmaceutical and Healthcare industry**
Italy & Swiss HLG Summer Conference

Milan (Italy), June 6th-7th, 2019

Venue

Art Hotel Navigli
Via Angelo Fumagalli, 4 - 20143 Milan

Speakers

Diego Ardigo

(Rare Diseases Unit Head, Chiesi Farmaceutici SpA, Italy)

Alessandro Fazio

(Director Health & Life Sciences Advisory)

Sharon Finch

(Medius Associates, UK)

Daniel Pascheles

(CEO Molekule Consulting, Switzerland)

Mariangela Prada

(Head of Patient Access, Intexo-Founding Member at Medvance, Italy)

Claudio Riefolo

(Senior Manager responsible of Advanced Analytics & AI, EY Italy)

Manlio Sanna

(Principal, Advanced Analytics & CH Consulting Italy)

Carlo Salvioni

(IQVIA, Italy)

Brian Smith

(Pragmedic, UK)

Joerg Tritschler

(Senior Director, Simon-Kucher, Switzerland)

Stefen Wetzel

(IQVIA, Switzerland)

PROGRAM

Thursday, June 6th, 2019

9:30-10:45 Registration, Welcome

10:45-11:00 Meeting Introduction
IHLG & SHLG

11:00-11:45 *The Pharma Industry in Switzerland
and Italy*

Carlo Salvioni & Stefen Wetzel
IQVIA, Italy & Switzerland

11:45-12:30 *Development, Commercialization and
Partnering in the field of advanced
therapies: a challenge we cannot fail*
Diego Ardigo, Rare Diseases Unit Head,
Chiesi Farmaceutici SpA, Italy

12:30-14:00 *Lunch*

14:00-14:45 *The Best Deals of 2018: the top deals and
trends in 2018... and thoughts for 2019*
Sharon Finch, Medius Associates, UK

14:45-15:30 *What Would Darwin think of BD&L?*
Prof. Brian Smith, Pragmedic, UK

15:30-16:00 *Coffee - Networking*

16:00-16:45 *The Digital (Artificial Intelligence)
era and its impact on Business
Development*
Manlio Sanna, Principal, Advanced
Analytics & CH Consulting Italy

16:45-17:30 *Business Intelligence and its impact
on building the BD business case*
Daniel Pascheles, CEO Molekule
Consulting, Switzerland

17:30-19:00 *Discovering Navigli district in
Milan, cocktail, networking and
group photo*

19:00-21:00 *Dinner*

Friday, June 7th, 2019

9:00-10:00 *IHLG Assembly*

10:00-10:45 *Life Sciences 4.0 – Health
Technology and impact on the
value chain*

Alessandro Fazio, Director Health
& Life Sciences Advisory &
Claudio Riefolo, Senior Manager
responsible of Advanced Analytics
& AI, EY Italy

10:45-11:15 *Coffee - Networking*

11:15-12:00 *Trends in orphan drug regulation
and pricing*

Mariangela Prada, Head of Patient
Access, Intexo-Founding Member at
Medvance, Italy

12:00-12:45 *Pricing of breakthrough therapies -
How will healthcare systems
handle cure*

Joerg Tritschler, Senior Director,
Simon-Kucher, Switzerland

12:45-13:00 *Conference closure*