

Spring Conference

Rome (Italy), 25th-26th May, 2017

REGISTRATION FORM

Surname Name

Date of birth Place of birth

Company

Job Title

VAT/Fiscal code

Address

Zip code City

Mob.

E-mail

Signature

GENERAL INFORMATION

Participation at HLG Italy Meeting on May 25th-26th:

- Fee for HLG Italy Member € 200,00 + 22% VAT
- Registration Fee for Non-Member € 350,00 + 22% VAT
- Networking Dinner € 45,00 + 22% VAT

Accommodation at NH Villa Carpegna - Rome

- Double Room for single use (one night - May 25th)
€ 120,00 + VAT (€ 146,40) + € 6,00 fee
- Double Room (one night - May 25th)
€ 130,00 + VAT (€ 158,60) + € 6,00 fee

Registration fee should be sent by:

• WIRE TRANSFER:

IBAN: IT87 I03069 38890 100000002470

SWIFT CODE: BCITITMM

Description of payment: HLG Meeting and name of participant.

• WEB PAYMENT:

<http://fencia-events.eu/plg-hlg/>

With the participation



Registration form must be sent by fax to FENICIA EVENTI
nr. +39 06.62278787 or by E-mail: info@fencia-events.eu

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 March 16
from March 17 until 25 days before the event - 70 %
24 days before the event - 100 %

ACCORDING TO LOCAL TAX REGULATION (VAT):

Registration for companies from outside Italy will be VAT free.

Contacts



FENICIA EVENTI

Via Giuseppe Spataro, 65 - 00155 Roma
Phone +39 06.87756773 - Fax +39 06.62278787
info@fencia-events.eu

Venue

Dicofarm S.p.A.
Via del Casale della Marcigliana, 29 - 00138 Rome

Spring Conference

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Getting Mediterranean Healthcare Companies Closer



The meeting will be held at Dicofarm, Via del Casale della Marcigliana, 29 - Rome

Italy HLG thanks Dicofarm
for the gracious hospitality



Il meglio della ricerca, il buono della natura.

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Getting Mediterranean Healthcare Companies Closer

Dicofarm S.p.A.

Via del Casale della Marcigliana, 29 - Rome

Board

Antonella Cimatti (President, Alfasigma)

Laura Sala (Secretary, NTC Srl)

Claudia Rinaldi (Vice President for
International Relations, Petrone Group)

Daniela Sica (Vice President for Cultural
Initiatives, Fine Foods)

Silvia Ferlin (Treasurer, Italfarmaco)

Giorgio Bianchi (Adviser, BSB)

Giorgio Amadori (Adviser, Phoenix)

Silvia Rapacioli (Adviser, BICT)

Maria Rita Luparini (Adviser, E-Pharma)

Fabio Brischetto (Adviser, Zambon Group)

Thursday, 25th May 2017

10:00 Welcome and Registration at NH Hotel

10:00 One to one Meeting at NH Hotel

12:30 Networking Lunch at NH Hotel

13:45 Departure to Dicofarm

14:00 Meeting official opening

A. Cimatti - BD Manager Alfasigma

M. Acri - Presidente Dicofarm

14:15 Unveiling the new normal – Guide
to succeed in MENA healthcare post
oil debacle

Hocine Mahdi - GM of North Africa IMS Healthcare

Nitin Goel - GM of Middle East and South Asia
IMS Healthcare

15:00 Legislative and regulatory
environment – what are the legal
constraints in terms of import vs. local
manufacture, or buy vs. build?

C. Del Corno - Owner at Del Corno Sas

15:45 Identifying the reliable partner,
local distributor or licensee
in those countries

A. Laspina - Director Marketing Coordination –
Italian Trade Agency - ICE

16:30 Negotiation and communication
aspects

Gerrit Tent - Owner at StraightFWD GmbH

17:15 Round table (all Speakers) /
discussion

18:00 Networking Cocktail

20:30 Social Dinner

Friday, 26th May 2017

8:30 Italy HLG Assembly

9:45 Departure to Dicofarm

10:00 Presentations by speakers from:

- Middle East
Ahdy Elsayes - CEO, Spectrum Pharma
- Turkey
Anthony Lipovats - Corporate Business
Development Director Santa Farma
- North Africa
Larbi Mhersi - General Manager,
LM Consulting
- Balcans
Stuart Swanson - Founder at Amicus

12:30 Round table discussion
(all Speakers)

13:00 Closing remarks

A. Cimatti - BD Manager Alfasigma

P. Ferracchiati - V.P. BD & Licensing Dicofarm