### GENERAL INFORMATION

- □ Participation is free of charge for Italy HLG Members who have paid annual renewal fee to Italy HLG by 30<sup>th</sup> May 2018.
- □ Registration Fee for Non-Member € 50,00 + 22% VAT

#### **REGISTRATION FORM**

Surname	Name
Date of birth	Place of birth
Company	
Job Title	
VAT/Fiscal code	
Address	
Zip code	City
Mob	
E-mail	
Signature	

### **Contacts**



### **Fenicia Events & Communication**

Via Tor de' Conti, 22 - 00184 Roma
Tel. + 39 06.87671411 - Fax + 39 06.62278787
WhatsApp 342.8211587
info@fenicia-events.eu - www.fenicia-events.eu

### **V**enue

EY

Via Meravigli, 12/14 - 20123 Milan - Italy Tel. +39 02.806681

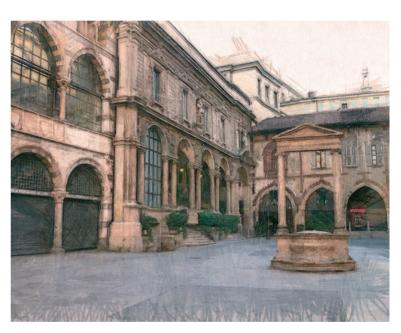
Italy HLG thanks EY for the kind hospitality.



## **Spring Conference**

Milan (Italy), 15th June, 2018

# Consultancy companies and brokers: friends or foes of BD?



Piazza dei Mercanti, Milan





## **Spring Conference**

Milan (Italy), 15th June, 2018

# Consultancy companies and brokers: friends or foes of BD?

EY
Via Meravigli, 12/14 - 20123 Milan - Italy

### **Board**

Antonella Cimatti (President, Alfasigma)

Laura Sala (Secretary, NTC Srl)

Claudia Rinaldi (VP Int.I Relations, Petrone Group)

Daniela Sica (VP Cultural Initiatives, Iqvia)

Silvia Ferlin (Treasurer, Italfarmaco)

Giorgio Bianchi (Advisor, BSB)

Giorgio Amadori (Advisor, Phoenix)

Silvia Rapacioli (Advisor, BICT)

Maria Rita Luparini (Advisor, E-Pharma)

Fabio Brischetto (Advisor, Zambon Group)

### Friday, 15th June 2018

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10:00 Welcome and Introduction

Antonella Cimatti – President Italy HLG

10:15 ADDING VALUE BY DEFINING
THE ROLES OF AN EXTERNAL
CONSULTANT SUPPORT IN THE
TRANSACTION PROCESS

Andrew Thompson - Brera Life Sciences

II:00 BROKER VS. INTERNAL BUSINESS
DEVELOPMENT STRUCTURE:
INTEGRATION OR OVERLAPPING?

Corrado Ferti – NTC Pharma

11:45 MAXIMISING VALUE FROM POST-MERGER INTEGRATION

Riccardo Pastore - Andrea Gianmarco Silvia - EY

12:30 ROUND TABLE

Moderator: Giancarlo Mennella - Egamid LTD

13:15 Lunch

14:30 IHLG Annual Assembly

16:00 Conclusion and thanks