

**EARLY
BIRD
BENEFITS**

**„CAPTURE DEAL VALUE-
WHEN AND HOW?“**

Swiss HLG Winter Conference

3rd-5th February 2019

Hotel Cailler, Charmey in Gruyère

REGISTRATIONS OPEN → www.swisshlg.com

We're excited to release the title for the 2019 Swiss HLG Winter Conference!

“CAPTURE DEAL VALUE– WHEN AND HOW?”

We are all interested in making deals and see more of these in the media; this is at least the „bread and butter“ for BD&L professionals and what they are measured against. Main questions in this context are not only to explore creative deal structures on how to maximise the value of any asset. We are all focusing on and thus serving the shareholders to achieve their goals but also when the right time is to harvest the asset value they invested in for many years.

During the Conference, we will shed light on how to capture the maximum value for a deal in the best manner and at the right time. The conference shall have three streams:

- Learning how synergies may be exploited for example during M&A transactions.
- Discussing the need for strategic access to new technologies.
- Looking at new players such as new public and public-private funding schemes as well as patient and non-profit to support R&D funding.

Join us on Sunday afternoon to be part of our exciting 2019 Winter Conference with high-caliber speakers covering interesting topics.

Explore our inspiring program which will be available on our conference website **www.swisshlg-conference.com** It will be updated regularly over the next few weeks with newly confirmed speakers their abstracts and bios.

Please take advantage of our early bird benefits! Register now and secure a conference space as well as hotel booking. There are several options available for hotel bookings within different price categories, but all are limited.

We are looking forward to welcoming you at the 2019 Swiss HLG Winter Conference in the fascinating scenery of the Gruyère region. Let's learn together how to best capture deal values!

Yours sincerely

Ragip Ziyal
Board member and Conference Director 2019

Dear Colleague,

I would like to invite you to join the Swiss HLG and be part of a circle of passionate BD&L professionals.

Swiss HLG is well recognized within the healthcare industry as it provides a unique and inspiring environment for building relationships, sharing best practices and facilitating business interactions.

Since its foundation in 2001, the Swiss HLG has organized a much appreciated, yearly Winter Conference, with topics of high relevance and a personalized networking strategy. The Winter Conference provides a great setting for high-quality networking & relationship building and an excellent platform for exchange, education & mutual learning in BD&L.

The Swiss HLG board and I personally look forward to welcoming you at our 29th Conference in the charming mountain village of Charmey. The peaceful scenery of the Gruyère region is the ultimate environment to be inspired and network.

With warm regards,

Gabrielle Gache
President Swiss HLG

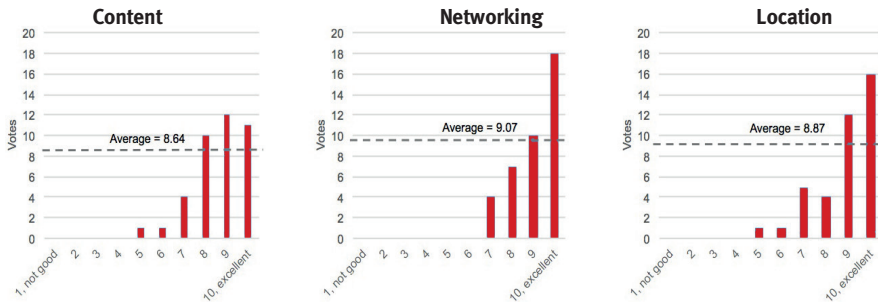


SUPPORTING THE SWISS HLG

The Swiss HLG is a non-profit professional association which relies on the support of healthcare and life science organizations to be able to fulfil its educational and business networking roles. Our conferences are not only an **excellent platform for networking** with colleagues but also a good place to **showcase** and **attract partners to your organization**.

Since its foundation in 2001, the Swiss HLG has organized a much appreciated, yearly Winter Conference, with topics of high relevance and a personalized networking strategy. Given the diversity of languages in Switzerland, all of our events are held in English, which also opens the door to professionals from many other countries.

2018 Survey statistics to express what is appreciated mostly at Swiss HLG conferences



The high scores across all three areas suggest an overall very good impression

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