

**EARLY
BIRD
BENEFITS**



„DEAL-MAKING IN THE ROUGH!“

Swiss HLG Winter Conference

2nd-4th February 2020

Jugendstil-Hotel Paxmontana, Flüeli-Ranft

To register >>> www.swisshlg.com

Sunday, February 2nd, 2020

The conference starts at 17.00

13.30 onwards Registration start – Check-In

14.00 – 16.30 Pre-Conference Workshop - Creativity in Negotiation
Giuseppe Conti, Creator of Master Negotiators at CABL

16.30 – 17.00 Welcome Coffee & Networking

17.00 – 17.30 Welcome and opening of the Swiss HLG conference 2020
Gabrielle Gache, President Swiss HLG

17.30 – 18.15 Keynote Speech
Ingmar Hoerr, Chairman, Curevac AG

18.15 – 19.00 Keynote Speech
Emily Le Proust, Chief Executive Officer & Founder, Twist Bioscience

19.15 – 21.30 Networking & Kick-off Dinner

21.30 onwards Meet your peers, drinks offered by Swiss HLG

Monday, February 3rd, 2020

07.45 – 10.15 **Late Registrations**

08.30 – 08.45 **Welcome & Housekeeping**
Intro - Disruptive Business Environment

08.45 – 09.00 **GPP - SCENIC Video**

09.00 – 09.40 **Political environment**
Peter Grünenfelder, Director, Avenir Suisse

09.40 – 10.15 **Regulatory aspects**
Shayesteh Fürst-Ladani, Chief Executive Officer, SFL Reg. Affairs.
& Scientific Comms. Ltd.

10.15 – 10.45 **Coffee Break**

10.45 – 11.30 **Deal-Making in China**
Guillaume Vignon, Senior Vice President Business Development, BeiGene

11.30 – 11.45 **Group Photo**

11.45 – 12.30 **Swiss HLG General Assembly – on invitation**

12.30 – 14.00 **Lunch & Networking**

14.00 – 14.10 **Intro - Disruptive Technologies and Deal-making**

14.10 – 14.50 **The AI-driven drug discovery revolution: adoption through deal-making**
Sabin Llona-Minguez, BD and Innovation Manager, LabGenius Ltd.

14.50 – 15.30 **Digital Health & Digital Therapeutics - evolution of the market landscape**
Marc Sluijs, Advisor - Digital Health Transactions, DigitalHealth.Network

15.30 – 16.15 **Coffee Break**

16.15 – 17.00 **Diamonds in the Rough – Accelerating External Innovation**
Michael Huebner, New Venture Lead, Johnson & Johnson Innovation

17.00 – 17.45 **Pricing of breakthrough therapies – How will healthcare systems handle cure**
Joerg Trischler, Senior Director, Simon-Kucher & Partners

18.00 onwards **Winter walk with a true Swiss flair followed by a traditional Swiss HLG networking dinner. Return to hotel and meet your peers at the fireplace, drinks offered by Swiss HLG**

PROGRAM

Tuesday, February 4th, 2020

08.15 – 08.25 **Welcome & Housekeeping**

Intro - The Roller Coaster Experience

08.25 – 09.05 **Case study - Lessons learned from Biotech**

Thomas Meier, Chief Executive Officer, Santhera Pharmaceuticals

09.05 – 09.45 **Alliance Management: Deal keeping in the rough – How to keep your alliance alive?**

Frank Grams, SVP Alliance Management, and SVP Business Development Europe, Everest Medicines

09.45 – 10.25 **Challenges of transforming a game-changing business idea into a company and of funding high-risk biopharma ventures**

Hans Peter Hasler, Chairman HBM Healthcare Investments AG, CEO Vicarius Pharma AG
Matthias Fehr, Head Private Equity, HBM Partners AG

10.25 – 11.00 **Coffee Break & Networking**

11.00 – 11.55 **Talent Panel: Managing rough times – the best team will win**

Moderator: Heiko Bruhn, Managing Director Switzerland-Germany-Austria, GenSearch
Thomas Meier, Chief Executive Officer, Santhera Pharmaceuticals
Frank Grams, SVP Alliance Management, and SVP Business Development Europe, Everest Medicines

11.55 – 12.40 **Closing Keynote**
Disruption in the pharmacy market

Walter Oberhänsli, Executive Director and Chief Executive Officer, Zur Rose Group AG

12.40 – 13.00 **Closing Remarks**

Jean-Marc Séquier, Vice President Swiss HLG

13.10 onwards **Farewell Lunch & Networking**
