



**„DEAL-MAKING IN THE ROUGH!“**

**Swiss HLG Winter Conference**

**2<sup>nd</sup>-4<sup>th</sup> February 2020**

**Jugendstil-Hotel Paxmontana, Flüeli-Ranft**

**To register >>> [www.swisshlg.com](http://www.swisshlg.com)**

**Sunday, February 2<sup>nd</sup>, 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 Negotiator 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**  
**The greatest healthcare disruption is on its way! Patient specific treatments not just for therapy but also for the maintenance of health**  
Ingmar Hoerr, Chairman, Curevac AG
- 
- 18.15 – 19.00**    **Keynote Speech**  
**The Plan is the Plan Until the Plan Changes: Navigating the Challenges of Scaling DNA Synthesis**  
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 3<sup>rd</sup>, 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**    **Global trends in the healthcare sector and policy implications**  
Peter Grünenfelder, Director, Avenir Suisse

---

**09.40 – 10.15**    **Regulating tomorrow's healthcare technologies: promoting innovation and patient access while maintaining consumer safety and privacy**  
Shayesteh Fürst-Ladani, Chief Executive Officer, SFL Reg. Affairs.

---

**10.15 – 10.45**    **Coffee Break**

---

**10.45 – 11.30**    **Changes in China, Threats or Opportunities?**  
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 Tritschler, 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 4<sup>th</sup>, 2020

---

**08.15 – 08.25** **Welcome & Housekeeping**

**Intro - The Roller Coaster Experience**

---

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

Thomas Meier, Founder, Board of Directors, 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: Digitalisation in Human Resources**

Moderator: Heiko Bruhn, Managing Director Switzerland-Germany-Austria, GenSearch  
Thomas Meier, Founder, Board of Directors, Santhera Pharmaceuticals  
Frank Grams, SVP Alliance Management, and SVP Business Development Europe, Everest Medicines  
Matthias Fehr, Head Private Equity, HBM Partners AG  
Clemens Schmid, Head of HR, Roche Diagnostics International Ltd

---

**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**

---