Dear Members and Friends of Swiss HLG

It is with great pleasure that we announce the opening of registrations for the Swiss HLG Winter Conference 2017 which will be held on 29th to 31st January!

After our very successful 2016 Winter Conference, we will return in 2017 to the beautiful Jugendstilhotel Paxmontana, in Flüeli Ranft. In this private and relaxed setting, we will once again be able to network with colleagues and meet to discuss the influences of healthcare megatrends on our business models and deal structures. The hotel setting has been further enhanced, with complimentary Wifi. Networking and doing business will now be even easier.

Swiss HLG will be celebrating their 15th anniversary!
In honor of those that started the Swiss Healthcare (Pharma) Licensing Group, we have invited our founding members to participate in a special panel discussion: “Megatrends – then, now, tomorrow.” It will be followed by our 15th anniversary celebration on Monday evening.

Don’t miss out this unique opportunity, join us to meet your friends and colleagues, join us to dine in fine Swiss style, come and enjoy the good company around the outside fireside.

A must attend meeting for any BD&L professional!

I look forward to welcoming you personally.

Gabrielle Gache
President, Swiss HLG

Sponsors 2016
HEALTHCARE MEGATRENDS, HOW DO THEY IMPACT BUSINESS MODELS AND DEAL STRUCTURES?

MEGATRENDS

Megatrends are sustained, global, social, economic, political, environmental or technological changes. They are here to stay and will make a considerable and durable impact on the healthcare environment by creating new opportunities, challenges and risks for our businesses.

The Swiss HLG Winter Conference 2017 has invited renowned specialists from the healthcare, information technology, finance, insurance and academic worlds to address this theme. Amongst other topics, they will review and discuss the implications of the following megatrends:

- Demographic/epidemiological changes, including a global aging population and the increasing prevalence of chronic degenerative diseases
- Economic changes such as the growing financial pressure on healthcare care costs and the impact of evolving geographical and developmental disparities
- Biotechnology advances, like new opportunities offered by gene editing and immune checkpoint inhibition
- Information technology development, especially big data collection and connected devices with e-health applications

The presenters will challenge our present assumptions by sharing their insights on these megatrends and the impacts on our business models and deal structures in the foreseeable future. There will also be exciting open panel discussions, where input from all participants will be welcome, to better define, describe and address these upcoming challenges.

Among our confirmed keynote speakers and speakers:
- Michel L. Pettigrew, President of the Executive Board and COO, Ferring Pharmaceuticals
- Thomas Szucs, Chairman of the Board, Helsana
- Dominik Hotz, Partner, PWC
- Gregg Talbert, Global Head of Strategic Partnering, Roche

The program will be complemented by a Personal Development session on networking as well as a pre-conference negotiation workshop: “War of the Roses – Negotiating your way out.”

Check out for additional information on venue and program at www.swisshlg-conference.com

We look forward to meeting you in person,

Laurence de Schoulepnikoff
Conference Director 2017

Maurice Zultak
Conference Co-Director 2017
### CONFERENCE PROGRAM AT A GLANCE

**Sunday, January 29th 2017**
- **Afternoon starting at 14:00** Preconference Workshop
  - “War of the Roses – Negotiating your way out”
- **Starting at 16:00** Welcome coffee & Networking
- **Starting at 17:00** Welcome & Opening of the Winter Conference 2017
  - Opening Keynote
  - Personal Development & Ice Breaking Session
- **Starting at 19:30** Networking & Kick-off Dinner with Live Cooking
- **From 21:00 onwards** Drinks offered by Swiss HLG

**Monday, January 30th 2017**
- **Morning session*** Setting the stage: Demographic and Economic Perspectives
  - The Global(ization) Perspective
- **Noon** Lunch & Networking
- **Afternoon session*** The Life Sciences Megatrends: Gen-editing, immuno-oncology
  - Panel Discussion “Megatrends”
- **Starting at 18:00** 15th Anniversary Celebration & Swiss HLG Event, followed by Swiss HLG Dinner in Chalet atmosphere
- **From 21:00 onwards** Drinks offered by Swiss HLG

**Tuesday, January 31st 2017**
- **Starting at 8:15** Swiss HLG General Assembly
- **Morning session*** Information Technology Megatrends: Big data, digital approaches, connected tools
  - Conclusion: What’s in it for us?
- **From 13:00 onwards** Lunch & Networking

* incl Networking Breaks

### CONFERENCE WEBSITE – FURTHER INFORMATION – REGISTRATION

Find out more about the conference venue, registration details and take advantage of our sponsoring packages: [www.swisshlg-conference.com](http://www.swisshlg-conference.com)

Starting 22nd September 2016

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- Focused & effective networking
- Increased visibility through targeted BD&L journal
- Global network of 11 healthcare licensing groups
- Access to the European HLG/PLG Member Database
- Discounted access to exclusive Swiss HLG & joint events

For more information log on to [www.swisshlg.com](http://www.swisshlg.com)