

## Supporting the Swiss Healthcare Licensing Group

### Our Value Proposition

- High visibility at the Swiss HLG Winter Conference – a unique event attended by up to 100 senior Business Development & Licensing professionals in the Healthcare sector.
- Free membership for employees.
- Discounted attendance at Swiss HLG Winter Conference and fringe benefits.

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 2002, 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. Additionally, a summer conference/workshop and regular events across the country are proposed during the year.

### Statistics & feedback from past Swiss HLG Winter Conferences

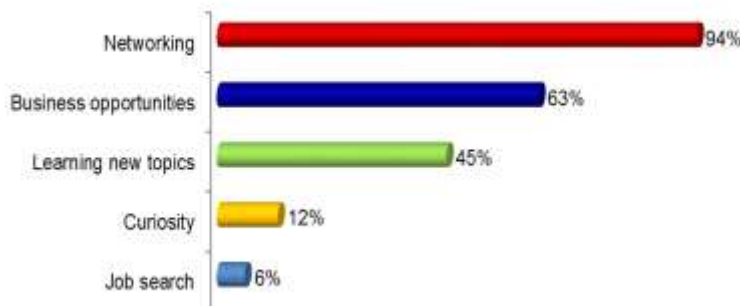
- **More than 70 % of participants are from Executive & Director Levels**



- **Various Healthcare sectors represented**

51%	Pharma
8%	MedTech
6%	Generics / Biosimilars
6%	Investment & Finances
5%	Biotech / Startup
5%	Health Food Industry /Cosmetics
4%	Legal & IP
14%	Others

- **Very People, Business & Networking driven event**  
*multiple answers were possible*



Satisfaction output – was your objective achieved?  
**Yes: 92%**      No: 8%

**97.5%** declare to participate at the conference 2018

**82%** of participants declare that the networking opportunities positively influence their BD&L activities and **16%** that they generated new business or deal.

We have pre-defined supporting packages from which you could choose, and we also would be happy to discuss tailor-made packages to suit your goals. Please feel free to contact us:

Jean-Marc Séquier at [jeanmarc.sequier@novartis.com](mailto:jeanmarc.sequier@novartis.com) or ☎ +41 79 348 60 88.

## Supporting packages 2018 - details of benefits

Supporting Packages	Platinum CHF 10'000.-*	Gold CHF 5'000.-*	Silver CHF 3'000.-*	Bronze CHF 1'500.-*
<b>Annual Swiss HLG membership</b> _ worth CHF 480.- per member and calendar year.	Unlimited number of free memberships from the same organization	Unlimited number of free memberships from the same organization	2 free memberships	1 free membership
<b>Discounts for Winter Conference registration fee</b>	1 attendee: 100% free of charge 2 <sup>nd</sup> & 3 <sup>rd</sup> attendees: 50% discount - For all further attendees: CHF 450.- discount off normal registration fee	For all attendees: CHF 450.- discount off normal registration fee	For 2 attendees: CHF 450.- discount off the normal registration fee	For 1 attendee: CHF 450.- discount off the normal registration fee
<b>Early bird benefit i.e. 2 Swiss Railway passes: Value CHF 50.- each.</b> Free use possibility, valid until June 30 <sup>th</sup> .	+ Early Bird benefit	+ Early Bird benefit	+ Early Bird benefit	+ Early Bird benefit
<b>Discount registration fees and access to other discounts at affiliated HLG/PLG conferences</b>	Member registration fees and/or discount applies for all attendees who are (will be) Swiss HLG registered members	Member registration fees and/or discount applies for all attendees who are (will be) Swiss HLG registered members	No	No
<b>Company logo at Swiss HLG and registration website</b>	Yes	Yes	No	No
<b>Acknowledgement in conference materials and panels at the conference</b>	Yes	Yes	Yes	Yes
<b>Promotional material onsite allowed</b>	Yes	Yes	Yes	Yes
<b>Verbally mentioned during Welcome Dinner</b>	Yes	Yes	Yes	No
<b>Booth allowed</b>	Yes	Yes	Yes	No

\* Net value. No VAT applies.