

## SWISS-PLG SPRING MEETING 8<sup>TH</sup> - 10<sup>TH</sup> APRIL 2003, INTERLAKEN

After the successful Inauguration Meeting at the end of last August in Montreux, the Swiss-PLG is pleased to invite you at its 2<sup>nd</sup> Conference, which is to be held from April 8<sup>th</sup> to 10<sup>th</sup>, 2003 at the Beau Rivage Hotel in Interlaken.

**“Business Development in a Difficult Economic Environment”** is the topic for this 2-day meeting. As of today confirmed top speakers include Dr. M. Steinmetz from MPM Capital, one of the world largest dedicated investors in life sciences, Dr. R. Haag from Booz Allen & Hamilton, a renowned global management consulting company, Dr. C. Ulmer-Eilfort from Baker & McKenzie, a well known international law company, Dr. M. Gaitonde from Actelion, a successful young Swiss company and Dr. M. Lutz, Head Global Competitive Intelligence at Novartis Pharma. Other Speakers will be confirmed soon.

Well fitting into this theme, we have invited representatives from the Pharma and Biotech industry from **Israel** to join this meeting as our first **Guest Country**. We expect 20 Israeli companies and organisations to join us in Interlaken. One-to-one networking opportunities with the Israeli companies as well as between the other participants will be provided. More details about the participating Israeli Guest Companies will be published soon on our Swiss-PLG web-site.

Furthermore we have organised an interactive Deal Valuation and Negotiation workshop, led by M. Brea-Krüger from IMI Consulting GmbH, addressing best practice methods useful for negotiating and concluding successful deals, designed in a way to allow time for exchanging experience.

In order to give us enough time to network, we have extended the Spring Meeting to two full days.

The General Assembly of the Swiss-PLG will be held on April 8<sup>th</sup> 2003, from 16:00 – ca. 17:30 PM in conjunction with the Conference, and is restricted to Swiss-PLG Members only. A draft Agenda will be forwarded after registration.

The organizing committee will make every effort to ensure that this Swiss-PLG Conference will become again a great success and make a significant contribution to the professional activities of all participants.

We look forward to welcome you in Interlaken, in the heart of Swiss Alps.

### Swiss Pharma Licensing Group



Thomas A. Tóth von Kiskér  
President



Dr. Ivan Csendes  
Vice-President

Basel, 10.03.2003