

Delegate Information Pack

CORINTHIA GRAND HOTEL ROYAL,
Budapest, Hungary, 9-10 February 2011.



“*Discovery* consists of seeing *what everyone* “
has seen and thinking what nobody has thought.”

Szent-Györgyi Albert, (1893 - 1986), Biochemist & Nobel Prize Winner for Medicine in 1937

Ideas and goals for innovative solutions are often the result of intensive discussions. Our experienced Programme Advisory Committee assures the highest relevancy of the Programme:

Members of the Programme Advisory Board



Professor Tomasz Twardowski, PFB



Professor Ádám Vas, Gedeon Richter Plc



Professor Tamás L. Paál, National Institute of Pharmacy



Theodore Iliopoulos, Polpharma

A unique event

The Events Group is delighted to invite you to the Annual PHARM Connect Congress for Enlarged Europe 2011 in Budapest, one of the largest pharmaceutical and biotechnology manufacturing events and the only regional one in 2011.

Your most respected peers and European industry leaders will share their expertise with in visionary keynote presentations, panel discussions and case studies and will provide you with the most up to date market insights. The congress further provides an opportunity to also visit one of the leading pharmaceutical and biotechnology manufacturers in the region, limited to 100 delegates only and available on a first come first serve complimentary basis. Additionally the one-to-one meetings with leading local and international solution and service providers will offer a wealth of expertise.

All this seamlessly integrated with informal networking opportunities will provide a unique interactive forum. Do not miss this opportunity to network and establish connections, exchange ideas and gain knowledge!

The delegation

The quality of the PHARM Connect Congress is a direct result of its exclusivity. Participation at the congress is by invitation only, which enables to maintain the quality and networking value of the congress participants.

The PHARM Connect Congress 2011 will be bringing together

- Managing Directors,
- Regional and Local Production, R&D and Plant Managers,
- Logistics and Supply Chain Directors,
- Regional and Local Purchasing and Sourcing Directors,
- Key Quality Assurance and Quality Control Managers, and
- Maintenance Managers

from Europe's leading pharmaceutical and biotechnology manufacturing companies.

Members of the Programme Advisory Board

- Prof. Tamás Paál, President of the Operative Board, National Institute of Pharmacy in Hungary (OGYI)
- Prof. Tomasz Twardowski, President, Polish Biotechnology Federation (PFB)
- Prof. Ádám Vas, Senior Research Adviser, Gedeon Richter
- Theodore Iliopoulos, VP of the Management Board, Polpharma

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Conference programme

Trends in Generic Drug Development

- Strategies and opportunities for smaller and niche generic companies
- New technologies in the generic drug development
- Is it a threat that big pharmaceutical companies incorporate more generic drug activity?
- Define core competences and outsource other activities
- What percentage or part of the process should be outsourced, when and to whom?
- Generic pharmaceutical life cycle management - Extending lifecycles and portfolio growth

Theodore Iliopoulos, Vice President of the Management Board, Polpharma

IMI – The Innovative Medicines Initiative and the Hungarian National Platform for Drug Innovation

- EU Innovative Medicines Initiative (IMI)
- Drug innovation
- Hungarian platforms

Prof. Ádám Vas, Senior Research Adviser, Gedeon Richter

Timing of Third Country GMP Inspections Including API Manufacturers

- Inspect foreign API manufacturers or rely on the Qualified Persons approval?
- How to schedule GMP inspections in third countries?
- How to prepare for these GMP inspections?

Prof. Tamás Paál, President of the Operative Board, OGYI – The National Institute of Pharmacy in Hungary

Effective Production Optimization – Generate More Products with the Same Resources

- How to monitor and optimize production process maximizing OEE?
- How to eliminate the issues with none qualitative material?
- How to optimize stock keeping of spare parts and consumables?

Péter Bona, Sales and Marketing Manager, Com-Forth - GE Fanuc

Biotechnology of 21st Century in Medicine - The Future of the Red Biotechnology

- The future of tailored medicine
- Progress of molecular biology and genetic engineering
- Challenges of enabling technologies in emerging and global markets
- Controversies: North – South conflict, differences between original medicines and generics, value of patents versus “family” secrets

Prof. Tomasz Twardowski, President, PFB – The Polish Biotechnology Federation

Cost Optimization Potentials & Innovations in Production - Implementation of Disposables in the Process Development and Commercial Production

- Operational areas and basic requirements
- Timelines of implementation
- Benefits and scale up challenges

Prof. Wilfried Wöhrer, Director Pilot Plant Operations, Baxter Innovations

How can Engineering Support GMP?

- Overview of regulations and standards regarding engineering
- Design, installation, qualification and operation with focus on the weakest link - Human errors
- Documentation - An old enemy?
- Management of contractors
- Improvement possibilities – Towards maintenance excellence
- GMP knowledge of engineers – Education

István Király, Director Quality Assurance, GSK

Reduced Life Cycle Costs in Biotech/Pharma Production – Ways to more Productivity

- Cost drives in Biotech/Pharma production
- Potentials for cost reduction and more efficiency in production
- Value add of standardized technology along the value chain of Biotech/Pharma production

Dr. Eckhard Roos, Head of Global Industry Segment Management Process Automation, Festo

Saving Costs and Being Environmental Friendly by Introducing Green Chemistry Related Programs

- Generating meaningful green chemistry metrics & targets for APIs that engage scientists within project teams
- Designing a green manufacturing process - A case history from a process chemistry perspective
- Cost savings delivered by implementing a move towards more attractive green solvents across a global network of sites
- Practical tools & guidance for scientists that facilitate changes in working practices that deliver financial benefits

Dr. Laurence Harris, Head of Analytical Development Department and Associate Research Fellow, Pfizer

Outsourcing Regional Logistics in the Pharmaceutical Industry – The Key Success Factors

- The right designation and set up of the region
- Avoid catches during the tender process
- Thorough implementation

Menyhárt Zoltán, Business Development Director, CEMELOG

Strategy by a European Company to Strengthen its Position in the Eastern European Market

- Company overview - XELLIA PHARMACEUTICALS Group, Copenhagen
- Product presentation - APIs and Finished Dosages
- Global marketing strategies based on a business-to-business concept
- The local marketing approach for Eastern Europe
- Technical projects made in collaboration with customers, GTS, Xellia as CMO
- Site Budapest – Example of a typical Xellia site with running base production and projects

Alfredo Cavalli, Director Strategic Commercial Development, Xellia Pharmaceuticals ApS

Tom Andresen, General Manager Budapest, Xellia Pharmaceuticals Ltd.

Small and Smart - 2D Data Matrix in the Health Care Sector

- Laws and regulations worldwide for Pharmaceutical and Medical product identification
- Regulation changes for Track & Trace
- The ideal solution: 2D Data Matrix
- Implementation of 2D identification system - Lessons learned

Zsolt Hergyó, Supply Chain Manager CEE, BBraun Medical Ltd.

Pharmaceutical Expenditure in Hungary in an International Context

- Scarcity of public resources draws attention to the cost-containment measures of pharmaceutical expenditure
- Current pharmaceutical expenditure of Hungary is assessed related to the economic status of the country, benchmarks from other OECD countries with special focus on V4 countries
- International trends of the global pharmaceutical market are also valid in Hungary

Dr. Zoltán Kaló, Director, Health Economics Research Centre, Faculty of Social Sciences at Eötvös Loránd University and CEO, Syreon Research

The finalized programme will be available for download on our PHARM Connect Congress website:

www.pharmconnect.eu

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Testimonials

"This Congress concept is very good. It is a great opportunity to get new customers, shorten the sales cycle and generate business. This event provides sales leads that can be effectively exploited."

Andrea Lukacs, Marketing Director, FESTO

"Fantastic concept with great staff. If you want to generate business and make deals quick The Events Group can provide the right platform to do so. If you're looking for new customers and increasing your market share I recommend attending the PHARM Connect Congress."

Laszlo Gubicza, Owner & CEO, ROVITECH

"Not only did we enjoy the event but it was really productive for us. Special thanks to The Events Group staff for making exclusive efforts during the preparation and when handling unexpected situations. Will attend again next year."

Geza Mozes, Area Director, PATENT Kft.

Venue



Vendors attending

To ensure the success of the PHARM Connect Congress 2011, TEG is pleased to partner with a limited number of companies in each sponsor category offering valuable solutions and expertise in these key areas:

Pharmaceutical Ingredients

- Raw materials
- API's

- Excipients and Fine chemicals

Custom/Contract Manufacturing

Drug Delivery Systems

Processing Machinery &

Components

- Pumps, compressors and blowers
- Valves and fittings
- Blending
- Coating
- Drying
- Encapsulation
- Filtration
- Milling
- Mixing
- Tableting

Process Automation

Sterile Supplies

Laboratory Equipment

Laboratory & Analytical Technology

Outsourcing

Pharmaceutical Packaging

- Machinery & Components
- Packaging materials
- Labelling & RFID
- Auto ID equipment
- Security Solutions, Anti-Counterfeiting

Clean Rooms & Accessories

- Clean room construction
- Clean room flooring
- Ventilation
- Clean room garments
- Validation

Plant Engineering & Maintenance

- Modular production facilities

IT for the Pharmaceutical Industry

Cold Chain Storage & Distribution

Pharmaceutical Storage,

Warehousing, Logistics

Pharmaceutical Consultancy

Venue and location

Hungary is one of the largest and most developed drug markets in CEE. Large international pharmaceutical companies are among those that have invested in local manufacturing, as well as early and late stage R&D. Additionally Hungary boasts the strongest biotech sector of the 14 new EU member states.

On top you will meet your peers, clients and business associates at the luxury five stars CORINTHIA Grand Hotel Royal in the heart of Budapest, which truly is the luxurious hotel in the city. The venue is located in central Budapest and is easily accessible from throughout the city.

CORINTHIA Grand Hotel Royal Budapest

Erzsébet körút 43-49. H-1073 Budapest, HUNGARY

T: +36 1 479 4000, F: +36 1 479 4333

www.corinthia.com

Arriving by plane: The CORINTHIA Grand Hotel Royal Budapest is located 25 minutes from the airport on the Pest side of the city. **Arriving by car:** Underground parking is available within the hotel.

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Testimonials

"Very good speakers and many opportunities to make contacts - well done."

Quality Director,
SANOFI AVENTIS

"Excellent opportunity to meet relevant people and to exchange experience. The event is very well structured. I recommend attending any TEG organised event."

Production Director,
BAYER Healthcare

"Very effective format as a knowledge and practice hub for senior pharmaceutical professionals."

Plant Manager,
TEVA Pharmaceuticals

"Excellent opportunity to meet relevant people and to exchange experience. Great concept, well done."

CEO,
EGIS Pharmaceuticals

Benefits of attending

- An invitation only event giving access to the congress floor
- Pre-registered attendees also get access to 4 presentations per day of their choice
- Personalised CONFERENCE and MEETING SCHEDULE to suit individual requirements and provide efficient use of time
- KEYNOTE PRESENTATIONS, case studies and interactive sessions by world-class industry experts and pioneers
- A relaxed but PROFESSIONAL BUSINESS ENVIRONMENT in which to explore new ideas, strategies and technical developments with industry colleagues, experts, and peers
- Access to the secured MEETING SCHEDULER website two weeks before the event, providing an opportunity to connect, exchange, match ideas and set up pre-arranged meetings with key industry solution providers
- Privileged status TRAVEL offers
- Discounted room rates at the CORINTHIA GRAND HOTEL ROYAL if booked via TEG
- An opportunity to relax and enjoy the superb informal NETWORKING opportunity at the cocktail reception and during lunch time
- Complimentary congress INFORMATION PACK on arrival
- DOWNLOADING the presentations of interest from our password protected website
- PLANT EXCURSION to leading pharmaceutical and biotechnology manufactures
- Complimentary WINE TASTING activities

Association Partners



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DATE: 09 – 10 February 2011

VENUE: CORINTHIA Grand Hotel Royal Budapest, Hungary

NO. OF PRESCHEDULED MEETINGS



PHARM
connect
congress

Delegate Registration Form

PLEASE COMPLETE THIS FORM IMMEDIATELY AND FAX BACK TO:

Attendee Relations:

Fax No.: +36 1 219-5726-

Registration Details (Please print clearly)

Please make sure you visit our password protected scheduler website to choose your presentations and create your personal schedule. The link and password will be sent out two weeks before the event.

Please note that changes in the programme might be possible. Please sign below to confirm your registration at the PHARM Connect Congress and fax your completed form to +36 1 219-5726-or scan and email to marketing@tegevents.eu

Name (Mr./Ms/Dr/Prof.):

Position:

Organisation:

Website:

Address:

City:

Country/Postcode:

Telephone:

Mobile:

Email Address:

Name of Assistant:

Email of Assistant:

- 1.COMPLIMENTARY access to 4 PRESENTATIONS PER DAY
- 2.COMPLIMENTARY access to the CONGRESS FLOOR
- 3.COMPLIMENTARY copy of the EVENT CATALOGUE
- 4.DOWNLOAD of presentation after the event
- 5.COMPLIMENTARY COCKTAIL RECEPTION PASS
- 6.COMPLIMENTARY finger food LUNCH
- 7.Discounted room rates at the CORINTHIA GRAND HOTEL ROYAL if booked via TEG

Date

Signature

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To confirm your participation at this event please complete, sign and return with your signed registration to TEG Events congresses

Fax No. +36 1 219-5726

1. How did you hear about the PHARM Connect Congress 2011?

- Email newsletter
- Direct contact from our organisation
- Contact from a vendor _____ (Please Specify)
- Contact from a colleague
- Others _____ (Please Specify)

2. Please list your primary business activity:

- Manufacturer
- Distributor
- Wholesaler
- Other _____ (Please Specify)

3. Scope of responsibility:

- Central Eastern Europe
- European
- Local
- Other _____

4. What is your role in the purchasing decisions for your organisation?

- Decision Maker
- Influence
- Report to
- None

5. Who do you report to (name & job title)?

6. What are your 3 key priorities for the next 6 to 18 months?

1. _____
2. _____
3. _____

7. What products or services are you planning to purchase in the next 6 to 18 months?

- Pharmaceutical Ingredients
- Custom/ Contract Manufacturing
- Drug Delivery Systems

- Processing Machinery & Components
- Process Automation
- Sterile Supplies
- Laboratory Equipment
- Laboratory & Analytical Technology
- Outsourcing
- Pharmaceutical Packaging
- Clean Rooms & Accessories
- Plant Engineering & Maintenance
- IT for the Pharmaceutical Industry
- Cold Chain Storage & Distribution
- Pharmaceutical Storage, Warehousing, Logistics
- Pharmaceutical Consultancy
- Anti-Counterfeiting, Security, Brand Protection
- Auto-ID and Mobility Solutions
- Others: _____

8. Which suppliers/service providers would you like to see represented at the event?

9. With which suppliers/service providers do you currently work together?

10. Which other decision makers or colleagues should we also invite?

All information provided is used solely for the purpose of organising this event.

Terms & Conditions: 1. Fees are in inclusive of programme materials and refreshments. 2. Payment Terms: Following completion and return of the registration form, full payment is required within 5 days from receipt of invoice. PLEASE NOTE: payment must be received prior to the conference date. A receipt will be issued on payment. Due to limited conference space, we advise early registration to avoid disappointment. A 50% cancellation fee will be charged under the terms outlined below. We reserve the right to refuse admission if payment is not received on time. Unless otherwise stated on the booking form, payment must be made in Euros. 3. Cancellation/Substitution: Provided the total fee has been paid, substitutions at no extra charge up to 14 days before the event are allowed. Substitutions between 14 days and the date of the event will be allowed subject to an administration fee of equal to 10% of the total fee that is to be transferred. Otherwise all bookings carry a 50% cancellation liability immediately after a signed sales contract has been received by The Events Group (as defined above) Cancellations must be received in writing by mail or fax six (6) weeks before the conference is to be held in order to obtain a full credit for any future The Events Group conference. Thereafter, the full conference fee is payable and is non refundable. The service charge is completely non-refundable and non-creditable. Payment terms are five days and payment must be made prior to the start of the conference. Non-payment or non-attendance does not constitute cancellation. By signing this contract, the client agrees that in case of dispute or cancellation of this contract that The Events Group will not be able to mitigate its losses for any less than 50% of the total contract value. If, for any reason, The Events Group decides to cancel or postpone this conference, The Events Group is not responsible for covering airfare, hotel, or other travel costs incurred by clients. The conference fee will not be refunded, but can be credited to a future conference. Event programme content is subject to change without notice. 4. Copyright etc: All intellectual property rights in all materials produced or distributed by The Events Group in connection with this event is expressly reserved and any unauthorised duplication, publication or distribution is prohibited. 5. Data Protection: Client confirms that it has requested and consented to The Events Group retaining client information on The Events Group companies database to be used by The Events Group companies and passed to selected third parties, to assist in communicating products and services which may be of interest to the client. If the client wishes to stop receiving such information please inform The Events Group local office for training and security purposes telephone calls maybe recorded. 6. Important note: While every reasonable effort will be made to adhere to the advertised package, The Events Group reserves the right to change event dates, sites or location or omit event features, or merge the event with another event, as it deems necessary without penalty and in such situations no refunds, part refunds or alternative offers shall be made. In the event that The Events Group permanently cancels the event for any reason whatsoever, (including, but not limited to any force majeure occurrence) and provided that the event is not postponed to a later date nor is merged with another event, the Client shall receive a credit note for the amount that the Client has paid to such permanently cancelled event, valid for up to one year to be used at another The Events Group event. No refunds, part refunds or alternative offers shall be made. 7. Governing law: This Agreement shall be governed and construed in accordance with the law of Hungary and the parties submit to the exclusive jurisdiction of the Hungarian Courts in Budapest. However The Events Group only is entitled to waive this right and submit to the jurisdiction of the courts in which the Client's office is located.