



Brazil – Meet & Greet **The Pharma Sector**

Market and Financing Modalities for your Business abroad and in Europe

**Monday, 23rd October 2017, 14:30 – 17:00 h,
KfW IPEX-Bank, Palmengartenstraße 5-9
60325 Frankfurt am Main**

On the edge of CPhI Worldwide, the world's leading pharmaceutical platform, the Brazilian Association of Pharmaceutical Industry (Abiquifi), law firm FGWW, KfW IPEX-Bank and LAV invite you to a *Meet & Greet* with the Brazilian Pharma Industry. Some first hand information about markets in Brazil and Europe in this sector, financing modalities and present legislation will be given by the experts during this afternoon. The participation to the event is free of charge. A registration is required. Please confirm your participation by e-mail before 13th October 2017 to b.sachsse@lateinamerikaverein.de. The event is in English and there will be no translation. Some speakers are able to speak and understand Portuguese and almost all speak German, should there be any specific questions.

Agenda:

14:30 – 14:40 Uhr	Welcoming Speech Markus Scheer, Member of the Management Board, KfW IPEX-Bank GmbH; Member of the Executive Committee of LAV (Latin American Association e.V.)
14:40 – 15:00 Uhr	Financial Solutions Wolfgang Behler, Managing Director, KfW IPEX-Bank GmbH, Industries and Services Marion Schrieder, Director, KfW IPEX-Bank GmbH, Team Head Industries and Services
15:00 – 15:20 Uhr	Challenges for Brazilian Pharma Companies under EU and German laws Dr. Jan Henning Martens, Attorney-at-law, Friedrich Graf von Westphalen & Partner mbB, Rechtsanwälte
15:20 – 15:40 Uhr	Experiences of Market in Brazil or Germany ? <i>Experience report from a company (tbd)</i>
15:40 – 16:00 Uhr	FINEP – Brazilian Public Innovation Fond Rodrigo Rocha Secioso de Sá, Manager, Health and Chemicals Department (DESQ)
16:00 – 16:20	Moderated Discussion with Speakers and Audience – Q&A
16:20	Get Together
17:30	End of the event



The **Brazilian Pharma Solutions** initiative was created to increase the participation of companies in the pharmachemical, pharmaceutical and Brazilian biotechnology production chains in the international scenario. The project is executed by **Abiquifi** – Brazilian Association of Pharmachemicals Industry – in partnership with **Apex-Brasil** – Brazilian Trade and Investment Promotion Agency.

KfW IpeX-Bank- We finance hospitals in Germany and Europe as well as exports of European medical technology. In addition, we support the health sector with financing solutions for energy efficiency, research and development. A typical example of financing in the health sector is the partial financing of the export of cutting-edge Siemens medical technology to Brazil. In this way, KfW IPEX-Bank is not only supporting German exports, but also helping to improve health care services in an emerging economy. In the Specialty Chemicals segment, we finance investments in modern technology by the chemicals industry in Germany and Europe that contribute to environmental protection. Non-German companies can also receive support for their investments in Germany through the programme. *Financing case AkzoNobel*: Switch to an environmentally friendly production process. With funds from the KfW Environmental Protection Programme, KfW IPEX-Bank is financing an investment of the Dutch chemicals group at the centre of production for pharmaceuticals in Frankfurt-Hoechst, Germany.

The **Business Association for Latin America (LAV)** is the networking and information platform for German companies with business interests in Latin America.. It was established in 1916 by merchants from Hamburg and Bremen, is the networking and information platform for German companies with business interests in Latin America. A knowledge transfer and the formation of opinions count among our core tasks. We contribute with our recognized expertise – and that of our members – to economic discussions on Latin America.

Friedrich Graf von Westphalen & Partner (FGVW) is one of the leading German law firms for internationally active companies from small and mid-sized companies to public listed global players. The Healthcare/Life Sciences team is frequently advising both German and foreign companies in relation to regulatory matters, such as early market access programs, compassionate and off label use, ATMPs etc. Besides regulatory matters, FGVW's Corporate/M&A team provides legal services in commercial and corporate matters and mergers & acquisitions throughout the world. To be able to internationally serve its clients, FGVW has a tight, well-maintained network of law firms around the world. www.fgvw.de

FINEP is a public Innovation Fond in Brazil. Finep grants reimbursable and non-reimbursable funding to Brazilian research institutes and companies. Finep also supports technology-based company incubation, installation of technological parks, structuring and consolidation of research processes, development and innovation for established companies and market development. Furthermore, starting in 2012, Finep also began to offer support for the implementation of first industrial units as well as acquisitions, mergers and joint ventures. Finep also increasingly focuses its support on technology companies. <http://www.finep.gov.br/>

The **German Healthcare Partnership (GHP)** is an initiative of the Federation of German Industries (BDI). GHP advocates for the improvement of framework conditions. <http://www.germanhealthcarepartnership.de/>