

Vector[®] PHARMA 2018

INTERNATIONAL BUSINESS ENCOUNTER

June 4, 5 and 6, Mexico City



2018 Information Companies
www.vector-pharma.com

110 companies, 28 countries and more than 1,700 business encounters during 2017

Vector Pharma, a story of success

In June 2018, for the seventh consecutive year, **Vector Pharma, the Business Forum for America and the World** will take place in Mexico City, allowing your company to meet *one-on-one* with other pharmaceutical manufacturers, distributors, suppliers, and service providers from different parts of the world. Here you may show the added value your company offers to the supply chain of the major laboratories of the world.

Since its first event in 2012, Vector Pharma has been a story of success for more than **300 companies from over 35 countries**, that took advantage of this unique opportunity to enter into business relationships with companies from the American continent, conducting almost six thousand individual business meetings.

Vector Pharma grows year by year and attracts more participants, a proof of

which is the fact that 50% of our participants in 2017 were first-time participants. And, per our survey, 63% of 2017's participating companies do have the intention of repeating the following year!

Don't miss the opportunity to meet your future business associates face to face!

PROGRAM

Activities

Business Encounter

Monday, June 4th from 10 AM to 7 PM

Tuesday, June 5th from 8 AM to 7 PM

Wednesday, June 6th from 8 AM to 4.30 PM

Cocktails

Welcome Cocktail

Monday, June 4th at 7 PM

Intermediate Cocktail

Tuesday, June 5th at 7 PM



WHAT OUR PARTICIPANTS SAY

**"Growing year by year with newer companies,
well done!"**

Manoj Babu
*Head of Business Development & Sales
Polpharma, POLAND*

"Vector Pharma 2017 proves to be the best business option for the pharmaceutical industry in Latin America.

Excellent organization, personalized service, assigned spaces, VIP rooms, follow-up on Business Encounters, the chosen venue (Hotel Hilton) was a splendid frame for this event."

Gustavo Gómez
*International Business Manager
Laboratorios Silanes, MEXICO*

"A gateway Networking event into Latin America."

Ramesh Moothan
*Director International /
Biosynt Pharma Inc, CANADA*

"This is an industry fair different from all the others, excellent selection of companies and impeccably organized. The best was to be able to stay at the venue hotel; the previously organized meetings of 30 minutes each provide the opportunity to meet great companies from all over Latin America. We will definitely repeat!"

María P. Gimenez
*Ventas
Sales, SPAIN*

"Very professional organization, opportunity to meet different companies was a view for new business opportunities in Latin America. For a European company as we are, this venue offer is a very good opportunity to check the alternatives we might have for entering LA".

Denise Frey
*Head of International Business
Kwizda Pharma, AUSTRIA*



HOW TO PARTICIPATE

In order to be eligible for participation your company has to be a manufacturer, distributor, supplier or service provider of the pharmaceutical industry.

- 1 Send us your enrollment request online.**
Once your application is received, the head coordinator of the event will evaluate your application. You will be informed by return e-mail of acceptance/denial of your participation at the event.
- 2** Together with your **acceptance to the event**, you will receive information on payment and payment options according to our Terms and Conditions of Participation
- 3** Once the **Appointment Scheduling Period** started, you may request via our Company Dashboard meetings of a maximum of 30 minutes' duration each during the days of the Business Encounter.
- 4** Your appointment request will be **accepted or denied** by the corresponding company and you will be notified about that decision via e-mail.
Once the Appointment Scheduling Period is over, we will prepare your individual meeting schedule, which you will receive approximately **one week** prior to the event.
- 5** We recommend **preparing a company presentation** on CD/DVD or any other promotional material, in order to take full advantage of the time allotment of 30 minutes for each encounter.
Due to the limited space in the meeting booths, we strongly recommend a participation of **no more than 3 participants** per company at each meeting.



CON EL APOYO DE:



ADMISSION FEES

Manufacturers and Distributors of Pharmaceuticals

\$ 1,100 USD

for the first person enrolled from your company

\$ 750 USD

for each additional participant from your company

Suppliers and Service Providers

\$ 3,000 USD

for up to three participants

Enrollment Calendar

From January 1st to April 15th, 2018

Regular admission fee without discount

From April 16th to May 15th, 2018

Regular admission fee plus US\$ 100.00 per person (administrative fee)

- Publication of your company name and logo on our webpage as a participant, including a link to your company website
- Option of uploading your company presentation, product catalogue or similarly important information about your company in PDF/PPT (strongly recommended)
- From February 1st on: Access to the Company Dashboard (with your username and password) for appointment scheduling
 - View the complete company profiles of the other participants
 - Pre-networking communications (short messages to other participants)
 - Request meetings from any of the companies of your interest
 - Accept or deny meeting requests you received from other companies
 - Classify the participating companies per your criteria
 - Apply filters according to country, activity or interests
 - Overview of received and sent meeting requests, as well as those accepted or denied
 - View the event program
 - Download your individual meeting schedule (approx. one week before the event)



Your admission fee includes:

- Access to the Business Encounter on June 4, 5 and 6
- Individual appointment schedule for your B2B meetings
- Buffet lunch on June 4, 5 and 6
- Cocktails at the end of business days on June 4 and 5

Appointment Scheduling

February 1 through May 15, 2018

By means of the Company Dashboard of Vector Pharma 2018 request, accept, or deny appointments with other participating companies. From May 16 to 20, 2018 you may only accept or deny previously received appointment requests.

The maximum amount of business appointments to be scheduled is 43 (during the 3 days of the event)

Important information for our participants:

Should you not be able to attend the event during the entire three days, due to flight schedule or other appointments you may have, and it is necessary for you to start later or leave early, we would require your notification before May 18, 2018, in order to arrange your meeting schedule accordingly.

Please know that any restriction in your availability will reduce the maximum number of B2B meetings you will be able to confirm.

PLEASE NOTE:

To fulfill admission requirements, the registration questionnaire (company profile) will have to be completed in full, since the information given by you will be uploaded on our site and available for viewing by the other participants.

Should your registration questionnaire not be complete, we will be unable to upload your information on our website and/or Company Dashboard.

As an added value, we offer:



Event Reception Area

Prepare the last details of your business meetings in the comfort of our reception lounge



Continuous Catering

Refresh yourself with drinks, snacks, or fruit at the coffee-station just outside the meeting rooms



Buffet Lunch

Choose from a wide variety of dishes, something for every taste, served with the typical Mexican hospitality, even for the most exigent of tastes!



Welcome Cocktail and Intermediate Cocktail

Meet your fellow participants in a relaxed setting!



VIP Lounge for all our participants

Each lounge offers free wireless internet connection with comfortable seating, so you may prepare your meetings, charge your tablet or mobile phone, or continue negotiations after your business appointments

CANCELLATION POLICY

Should you need to cancel your participation at VECTOR PHARMA 2018 please observe the following:

Any cancellation must be informed in writing and sent to **contacto@vectorpharma.com** and any refund will be processed after the event is over.

Over 60 days prior to the event, an administrative fee of US\$50.00 will be withheld.

Between 31 and 60 days prior to the event, a cancellation fee of US\$200.00 applies.

For cancellations received 7 to 30 days prior to the event, your registration may only be transferred to the next event at a transfer charge of US\$250.00.

Unfortunately, cancellations cannot be accepted during the last 6 days leading up to the event or during the event itself, reason why those and any no-shows are neither refundable nor transferable.

Any refund will be effected per electronic wire transfer to your company's bank account. For Mexican companies, refunds will be in Mexican Pesos (MXP) employing the exchange rate applied on the date of your payment.



EVENT VENUE



HILTON MEXICO CITY REFORMA

**Av. Juárez n.º 70 Colonia Centro,
Ciudad de México, 06010
Phone: +52 – 55 – 5130 5300**

Visit the Historic Center of Mexico City from your 5-Star-Hotel Hilton Mexico City Reforma, located next to major attractions, theatres, embassies and art galleries.

This hotel, just a 20-minute car ride from the International Airport of Mexico City, is conveniently located near the most sought-after financial and commercial areas.
Hotel Hilton Reforma has been named by

TripAdvisor the “best hotel for business travelers” and offers ample space for events and conferences that accommodate up to 5,000 visitors easily.



Reservations

Standard SGL/DBL room per night, June 1 and 2:

US\$ 154 (tax included, without breakfast, standard room)

Standard SGL/DBL room per night, June 3 through 8:

US\$ 213 (tax included, without breakfast, standard room)

Observation: Rates apply for reservations made before May 20, 2018. Afterwards, the hotel will apply their current rack rate.

Included

Taxes (16% VAT and 3% room tax)

Gratuities for bell boys and maid

Free internet connection in your room

Cancellations without charge up to 72 hours before planned arrival

Observaciones

Preferential rate for Buffet Breakfast in the Restaurant Los Dones US\$ 12.00 plus 15% service fee per person

Check-in: 3 PM and check-out at 12 PM

Reservations are subject to availability at all times

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June 4, 5 and 6, Mexico City

INFORMATION

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