

# THE 13TH EUROPEAN FINE CHEMICALS CONFERENCE

21st & 22nd November 2006,  
The Westin Grand, Berlin

Europe's fine chemical companies face real opportunities for growth – despite increased competition from low cost countries in Asia. This year's Fine Chemicals will focus on how companies can build on their key strengths to prosper globally as they seek new business from pharmaceutical and other markets.

**Speakers are currently confirmed from:**

- Azelis
- Lonza
- Arthur D. Little Inc.
- IMS
- Nabarro Nathanson
- High Polymers Labs
- Avecia
- FIS
- Siegfried
- ICIS Chemical Business
- Inter-Link India

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# THE 13<sup>TH</sup> EUROPEAN FINE CHEMICALS CONFERENCE

## Day One – Tuesday 21st November

### 08.15 Registration and coffee

### 09.00 Welcome by:

Alan Tyler, *Director, ICIS Conferences*  
**ICIS**

### 09.05 Chairman's opening address

Malcolm Braithwaite, *Executive Consultant*  
**EXCHEM plc**

### 09.15 Trends in the pharmaceutical sector and the impact on fine chemicals producers

Marc Hennebert, *Senior Principal*  
**IMS MANAGEMENT CONSULTING**

### 10.00 Staying competitive as a European fine chemicals producer

Dr Roger Laforce, *General Manager Marketing & Sales, R&D, Logistics*  
**FIS - FABBRICA ITALIANA SINTETICI S.p.A.**

### 10.45 Refreshment break

### 11.15 The new generation of biotech medicines - rising to the process challenges

Dr Stephen C Taylor, *Vice President Business Development*  
**AVECIA**

### 12.00 An overview of the Peptides business

Dr Daniel Bourgin, *Director of Sales & Business Development*  
**LCM, LONZA AG**

### 12.45 Lunch

### 13.45 Specialty chemicals distributors – the way they add value

Peter Fields, *Chief Operating Officer*  
**AZELIS SA**

### 14.30 Differentiation in a competitive environment or "The Siegfried Way"

Dr Eva Mössl, *Head Product Management*  
**SIEGFRIED Ltd**

### 15.15 Refreshment break

### 15.45 Changing structures – ownership portfolios and positioning

Steve Butler, *Partner*  
**CEREBRA CONSULTING**

### 16.30 Key issues facing the European fine and specialty chemical industry

John Baker, *Editor*  
**ICIS CHEMICAL BUSINESS**

### 17.15 Close of Day One

For exhibition stand and sponsorship opportunities,  
please contact Ken Walford on [ken.walford@icis.com](mailto:ken.walford@icis.com)

*Please note: The organisers reserve the right to change the programme, speakers or venue should circumstances require.*

For more information and to register visit the website:

**[www.icisconferences.com/finechem2006](http://www.icisconferences.com/finechem2006)**

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## Day Two – Wednesday 22nd November

### 09.00 Welcome by:

Peter Fields, *Chief Operating Officer*

**AZELIS SA**

### 09.05 Chairman's introduction

Malcolm Braithwaite, *Executive Consultant*

**EXCHEM PLC**

### 09.15 India's new place in the world:

In the past three years India has emerged from China's shadow to become a dominant economic force in Asia. Both as a source of chemical raw materials and a market for finished product and equipment and machinery - western companies are looking to India for the next wave of opportunities. Here we get the view from India. *Senior Government Official, India – to be confirmed*

### 10.00 The Indian market from the perspective of a distributor

Dr Hans Udo Wenzel, *CEO*

**AZELIS**

### 10.45 Refreshment break

### 11.15 India and the global fine chemicals industry – opportunity or threat?

Dr Enrico Polastro, *Vice President*

**ARTHUR D. LITTLE BENELUX S.A./N.V.**

### 12.00 Importing into Europe – product liability issues in the context of Reach

Dai Davis, *Consultant*

**NABARRO NATHANSON**

### 12.45 Lunch

### 13.45 Market view 1 - Market analysis from the perspective of an Indian exporter of fine chemicals.

The view of a successful Indian exporter of specialty chemicals to Europe. Development of exports to Europe, channels, issues, opportunities.

Umesh Anand, *Managing Director*

**HIGH POLYMER LABS Limited**

### 14.30 Market view 2 - Why India is important for the European fine chemicals industry.

The growth of the fine chemicals business; opportunities to sell in India; China and India competition.

Gautam Mahajan

**INTER-LINK INDIA**

### 15.15 India – a solution to European capacity constraints?

View from a key European chemicals producer which can successfully utilise Asia-Pacific producers to manage its own capacity constraints  
*Speaker invited*

### 16.00 Close of conference and final networking break

ICIS would like to thank our lead sponsor Azelis for their advice and assistance with the 2006 programme.

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## Why you should attend

After two or three years of business slowdown, fine chemical companies are finally seeing some growth coming through and are more upbeat about prospects for the future. Countries once seen as competitive threats are now seen as new market opportunities and traditional customer sectors such as pharmaceuticals and personal care are also seeing growth.

This year's European Fine Chemicals Conference will reflect that optimism by moving to one of the most dynamic cities in Europe – Berlin, an area renowned for its status as a centre for fine chemicals, pharmaceuticals and biotechnology.

Over the past 12 years the ICIS European Fine Chemicals Conference has gained a strong reputation as the premier forum for information exchange and market intelligence in the fine chemicals sector. That's why the European Fine Chemicals Conference plays such an important role in our industry. Our delegates consist of directors, executives and managers with responsibilities directly involving all aspects of the fine chemicals business process, from R&D and production to strategic planning, marketing and business development. While many of our delegates are European, we also attract executives from North America and Asia who are interested in the European market for fine chemicals, pharmaceuticals and biotechnology.

Over the two days of the conference you will share experiences from an unrivalled panel of speakers from across the industry – both suppliers and customers of fine chemicals – and learn some of the new technologies which could have major impact on our business. This year day 2 of the conference – sponsored by specialty chemicals distributor Azelis – will focus on the role India now plays in our sector – both as a market and source of supply.

But as well as the best quality content available, the ICIS European Fine Chemicals Conference is also a great chance to meet the key players in your sector and by attending you will be part of one of the industry's premier networking events.

**For further information and to register please go to  
[www.icisconferences.com/finechem2006](http://www.icisconferences.com/finechem2006)**

**Or contact [morag.allward@icis.com](mailto:morag.allward@icis.com) Tel: +44 (0) 20 8652 8386**

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