The European partnering event for innovation partnerships and investment rounds in the MedTech, Diagnostic and Digital Health sectors

IN-PERSON
October 10th & 11th, 2023
Strasbourg, FRANCE

ONLINE MEETINGS
October 17th, 2023

7TH EDITION

www.medfit-event.com
@medfit_event
MedFIT at a glance

MedFIT is your opportunity to connect with international key innovators in the MedTech, Diagnostic and Digital Health sectors. As a unique European partnering event, MedFIT provides the ideal environment for academic and industrial actors to:

- **Build** partnerships
- **Source** innovative and competitive early-stage R&D projects
- **Foster** the emergence of collaborative projects
- **Increase** licensing opportunities
- **Obtain** funding and facilitate market access

**WHO WILL YOU MEET?**

- **650+ Delegates**
- **30+ Countries represented**

**Start-ups / SMEs:** Medical devices, IVD, Imaging, and Digital Health

- 20%

**Big companies:** Medical devices, IVD, Imaging, and Digital Health

- 30%

**TTOs, Research institutions, Incubators, Academics**

- 15%

**Consulting companies**

- 10%

**Investors**

- 10%

**Suppliers and Subcontractors**

- 5%

**Consulting companies**

WHO WILL YOU MEET?

**MEDTECH, DIAGNOSTIC AND DIGITAL HEALTH COMPANIES**

- Stig Visti Andersen
  - CEO
  - VentriUect
  - Ghent University

- Yves Bayon
  - Distinguished Scientist
  - Medtronic France

- Franz Bozsak
  - CEO & Co-founder
  - Sensome

- Ravi Chana
  - Head of Business Development
  - Roche Diagnostics

- Joël Courville
  - VP Strategy & Corporate Affairs
  - MicroPort CRM

- James Greene
  - CEO
  - MedLumics

- Ulf Hengstmann
  - Digital Lead Medical Affairs & Pharmacovigilance
  - Bayer

- Mike Karim
  - CEO
  - Oxford Endovascular

- Hervé Monchoix
  - Strategic Innovation Leader
  - Becton Dickinson

- Cécile Réal
  - CEO
  - Endodias

**ACADEMIA, TTO**

- David Aubert
  - MEDTECH Business Developer
  - Ghent University

- Vassilis Georgiadis
  - Principal Partnerships Manager (Pharma & Healthcare)
  - UCL Innovation and Enterprise

- Michel de Mathelin
  - Director
  - i-cube lab

- Abhay Pandit
  - Scientific Director
  - CURAM

- Caroline Dreyer
  - General Manager
  - BioValley France

- Anne-Laure Gavory
  - Regional Animation and Economic Development Officer
  - SNITEM

- Cécile Théard-Jallu
  - Partner Attorney
  - De Gaulle Fleurance & Associés

- Sébastien Weisbuch
  - Executive Director
  - Medicalps

- Stig Visti Andersen
  - CEO
  - VentriUect

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- Anke Cassing
  - Investment Manager
  - High-Tech Gründerfonds

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- Beatriz Volckaert
  - Senior Associate
  - Philips Ventures

- Frank Bulens
  - Partner
  - Imec.xpand

- Daniel O’Mahony
  - Partner
  - Seroba Life Sciences

- Baudouin Hue
  - Partner
  - Karista

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  - StyriaLab

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They trust us

Sponsors

MedTech, Digital Health and Diagnostic companies
Abbott | Bayer | Becton Dickinson | Biogen | Bosch AIShield | Boston Scientific | Biosynex | Eurofins Scientific | EVEON | Fresenius Kabi | GE Healthcare | Google Cloud | Guerbet | Innova Medical Group | Macopharma | Medtronic | Mediktor | Merck | MicroPort CRM | MindMaze | Olympus | Philips Healthcare | Quinten MD | Roche Diagnostics | Stryker | Unilabs...

TTOs, Research Institutes & Academics
Eindhoven MedTech Innovation Center | FINDMED | ICube Lab | Karolinska Center for Innovation | MBM ScienceBridge GmbH | Réseau SATT | SATT Linksium | Sorbonne Université | SNIITEM | The European Institute for Innovation through Health Data | UCL Innovation and Enterprise | University of Cape Town | University of Freiburg | University of Ghent | World Trade Center Twente...

Investors
Angels Santé | Asabys Partners | Captech Santé Nutrition | European Investment Bank | European Investment Fund | High-Tech Gründerfonds | Imec.xpand | INKEF Capital | Karista | Nina Capital | Peppermint Venture Partners | Perigrine Ventures | Philips Ventures | Plug and Play Tech Center | Seroba Life Sciences | Sofinnova Partners | TVM Capital Life Science...

CROs, Consulting firms & professional services
Asphalion | BIOSELLTIM | Catalyze | Capgemini | eg technology | ExperTrials | Greenlight Guru | Hope.Tech | ICOSA | Matrix Requirements | McDonnell Boehnen Hulbert & Berghoff LLP | McKinsey & Company | Veeva MedTech...
One-on-one meetings

3 DAYS
TO MEET YOUR FUTURE PROJECT PARTNERS, OBTAIN FUNDING AND ACCELERATE INNOVATION

MedFIT partnering platform allows to pre-organise 30-minute one-on-one meetings and optimise the time spent at the event.

OUT OF 700+ MEDFIT ATTENDEES, 560+ DEALS HAVE BEEN GENERATED

<table>
<thead>
<tr>
<th>Nature</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Commercial</td>
<td>40%</td>
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<tr>
<td>R&amp;D</td>
<td>25%</td>
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<tr>
<td>Financing and fundraising</td>
<td>20%</td>
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<tr>
<td>License agreements</td>
<td>15%</td>
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Breakdown of deals by nature:
- 40% of commercial collaborations
- 25% of R&D collaborations
- 20% of financing and fundraising
- 15% of license agreements

Estimate based on the delegates’ outcomes from the 2 previous editions

Project - CEO matchmaking

Are you a MedTech entrepreneur seeking for new challenges? Or do you need a passionate CEO to lead your projects? If YES, the project - CEO matchmaking is for you!

As talented CEOs are frequently sought-after by many players in the MedTech industry, the Project – CEO matchmaking activity aims to connect representatives of emerging start-ups, technology transfer offices, incubators and investing networks with CEOs and aspiring CEOs.

Find the perfect match:
- Any incubator, technology transfer entity or scientific founder looking for an entrepreneur to lead their start-up project is welcome at the matchmaking activity and to find their ideal candidates!
  → You will be visible on the partnering platform, to be contacted by potential CEOs.
- If you are a MedTech entrepreneur looking for new projects to undertake:
  → Projects looking for a CEO will be visible on the platform and easily identifiable.

Get inspired:
Having the right team is essential for the development of a MedTech project or start-up. The Project – CEO matchmaking activity also offers a conference session to get inspired and explore the best ways to find the right talent for a successful project.

Wednesday, October 11th, 2023

MedTech start-up governance:
What makes a good foundation for a company to deliver and grow?

One of the most important indicators of a startup’s later success is the founding team. What does it mean to be a founder? When the time comes of building a team around the founder(s), how to identify the right people and is the founder always the best option to run the company? What is the ideal composition for the board, the scientific committee, and the executive committee? What are the most prevalent governance problems start-ups face while scaling and how to address them? How to keep the initial team motivated and invested when the company is growing?
If you wish to be recognised as a key innovation player in the MedTech, Diagnostic and Digital Health sectors, exhibiting at MedFIT will allow you to:

- **Enhance** your visibility among innovative leaders
- **Maximise** your business opportunities with informal meetings
- **Expand** your network and increase your international presence
- **Highlight** your assets, services and innovations

As an exhibitor, your company description will be displayed on MedFIT’s website and in the printed programme distributed to all participants at MedFIT.

**Exhibition**

By exhibiting at MedFIT
affirm your commitment to MedTech innovation and stand at the heart of the event to reach a high-quality audience of international industry leaders

**Pitch sessions**

The MedFIT pitch sessions offer the opportunity to **identify the most innovative and promising** start-ups, R&D projects and licensing opportunities in order to foster partnerships and business development opportunities in the MedTech, Diagnostic and Digital Health fields.

**START-UP SLAMS**

The Start-up Slams are a golden opportunity for **young companies** (and particularly for start-ups seeking to raise a financing round) to showcase their project in front of potential partners and investors.

The winner will be awarded as the **most innovative start-up in Europe**.

**COLLABORATIVE AND LICENSING OPPORTUNITY PRESENTATIONS**

The Collaborative and Licensing Opportunity Presentations enables **TTOs, universities, research institutes and companies** to showcase their technologies in front of potential partners, in order to entail a collaborative project and/or a licensing deal.

The winner will be awarded as the **most promising technology in Europe**.

Selected candidates will have enhanced visibility on MedFIT communications and the opportunity to be coached to improve their pitch during a **warm-up session** with MedFIT Steering Committee members.

**APPLY before**
**July 5th, 2023**

**BE SELECTED**
by a jury of experts

**PITCH**
during MedFIT
### Programme at a glance

#### Tuesday, October 10th

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<td>Scaling digital health companies and creating commercially viable business models</td>
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#### Online meetings

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- TRACK 2 FINANCING INNOVATION
- TRACK 3 FROM INNOVATION TO MARKET
- TRACK 4 DIGITAL HEALTH AND MEDICINE INNOVATION
- PROJECT - CEO MATCHMAKING

**PLENARY SESSION**

**MedTech, Digital Health and Seamless Care Experience for patients: Are we there yet?**
Led by a prestigious committee, the MedFIT conference programme brings together bright minds to discuss the latest trends in MedTech, Diagnostic and Digital Health, to debate innovation-driven topics, to foster learning and to spark conversations that matter. International experts will address current industry issues related to collaboration, financing, market access and regulation as well as digital health and medicine.

**Conference programme**

60+ INTERNATIONAL SPEAKERS

**Plenary session**

**MedTech, Digital Health and Seamless Care Experience for patients: Are we there yet?**

The COVID-19 pandemic fundamentally shifted the way we deliver health care from a brick-and-mortar approach to more virtual care. How and where health care is delivered is becoming just as important as the care itself. Successful MedTech leaders are shifting their business from traditional models of health care to adopt digital health as a core part of their approach to improve patient outcomes.

If care moves toward an "anytime, anywhere" model, how can MedTech companies shift their supply chains to accommodate this change? How to bridge the divide between physical and digital care to make it more efficient? Which collaborations have to be expected along the value chain? How are MedTech companies answering the increasing demand for more patient-centric health care? To what extent are digital tools empowering patients? What are their current limits? To what extent is the European Health Data Space proving answers to these challenges and what can be the role of the patients?

**Sessions’ format**

1. **Collaborate to innovate**
   - Partnerships #OpenInnovation #R&D
2. **Financing innovation**
   - VCs #Startups #Investors
3. **Innovation to market**
   - Regulation #BusinessModels #Strategy
4. **Digital health & medicine innovation**
   - DTx #DigitalMedicine #HealthTechnology

**Panel discussion:** Moderated roundtable discussion consisting in an exchange of ideas and perspectives by international experts to delve into the latest challenges of the sector.

**Toolbox session:** A toolbox session is designed to provide practical skills, easy-to-follow guidelines and take-home tools which delegates can put into practice to deal with their current issues.

**Case studies:** Session that comprises a series of illustrative stories or cases followed by Q&As from the moderator and the audience.
COLLABORATE TO INNOVATE

**Track 1**

Tuesday, October 10th, 2023 • 2.00 - 3.30 pm

What are the main drivers and favoured models for big players/early-stage companies’ partnerships?

Big MedTech companies are more and more looking for external projects to invest in. While early-stage companies may detain convincing science and promising ideas, they often lack the means and expertise that big players can offer. How do corporates identify value in early-stage companies? What drives them to choose one project over the other? The options in early-stage partnerships are diverse: licensing, co-development, collaboration... What options are best depending on the nature of the project and the players involved? How to find a convergent interest and build a shared value for both parties? What are the criteria to evaluate the success of these collaborations? How are these strategic partnerships evolving and are there novel models of collaborations emerging?

Wednesday, October 11th, 2023 • 10.30 - 11.30 am

What are the best practices for involving healthcare professionals in the early stages of innovative product development?

A successful innovation must answer an unmet need for patients and/or a real issue faced by practitioners. This is not only a matter of “what” the technology addresses but also of “how”, so that it can be easily usable by health professionals and integrated in their practice. How to further involve healthcare professionals in the innovation process and how to best access them? How to make sure practitioners develop the skills necessary to exploit the potential of the innovations? To what extent can incorporating physician insights help in securing approvals and clearance? How to ease access to real-world observations and supporting data? What are the examples of lasting industry/HCP collaborations and what is the impact on innovation development and patients?

Wednesday, October 11th, 2023 • 11.45 am - 12.45 pm

From bench to market: Let’s hear about successful tech transfer journeys

A successful project starts with consistent science. Yet, the path to bringing an innovation to market is not without its pitfalls. From IP to commercialisation, this session will focus on successful tech transfer stories and look at the key ingredients for a successful spin-out or out-licensing process. How to decide whether to licence a technology to an existing company or set up a spin-off company to develop it? How to identify the route to market with the optimum chance of success? What can the research group, university of origin or TTO concretely bring to the equation? Are there ideal routines and guidelines for creating a profitable and sustainable collaboration for both parties?

**Track 2**

FINANCING INNOVATION

Tuesday, October 10th, 2023 • 4.00 - 5.00 pm

What’s new in grant financing across Europe and how to prepare for it?

Early-stage financing paves the path to success for an innovative asset. Grant financing is a lower-risk option, maintaining the company’s independence in the first steps of its development. The EU is an instrumental source of non-dilutive funding for innovative MedTech companies. It recently issued the new Innovative Health Initiative (IHI) to foster innovation through public-private partnership between the European Union and MedTech industry companies. How can a company benefit from this program? How to build a successful European funding strategy? What are the other available grant options in Europe and how to benefit from them?

Wednesday, October 11th, 2023 • 9.00 - 10.00 am

The funding gap in MedTech: From discovery to first-in-human studies, how do we fund this early-stage in Europe?

There exists a major issue that affects almost all early-stage startups – the gap in funding and expertise between their seed and Series A rounds and beyond. With component shortages and enhanced regulatory requirement, European Medtech start-ups may face a longer time-to-market and increased need for cashflow. How is the current investment landscape for early-stage MedTech in Europe? Which alternative funding options to VCs exist for MedTech start-ups facing a funding gap and how prevalent are corporates today? How to avoid a chicken and egg problem if you cannot de-risk your asset without sufficient funding?

Wednesday, October 11th, 2023 • 2.00 - 3.00 pm

Funding medical device startups: CEOs’ Perspective

In this session, seasoned CEOs will share their experience to help you succeed in your early-stage financing. Get inspired by the perspective of executives who succeeded in the MedTech industry. Where did they seek their seed and pre-seed investment? How to pitch your project to raise interest in your proposition? What are the guarantees investors are looking for? Are there frequent mistakes to avoid? How to limit the risks for your own company and for the investors?
**FROM INNOVATION TO MARKET**

**Tuesday, October 10th, 2023 • 5.15 - 6.15 pm**

**Tips and tricks from entrepreneurs on the regulatory journey for MedTech start-ups**

Hearing from the learnings of the regulatory approval processes of MedTech entrepreneurs or advisors, this session will highlight a few critical things to take care - early on - in your regulatory journey. What are the key steps to follow to make this journey successful? When to get experts on board and how to source the right ones? How to implement the right processes in terms of requirement management, risk assessment and clinical validation? How to manage the increased spendings induced by MDR regulation? To what extent can a good regulatory approval management be a strategic advantage for your start-up?

**Wednesday, October 11th, 2023 • 11.45 am - 12.45 pm**

**Looking to expand or launch outside of Europe: Insights into approaching the US market**

Many MedTech companies decide to first target their home geographic market, building on their familiarity with it. Yet, a multitude of factors - such as competition, market value, probability of reimbursement, regulatory framework, cultural differences - are to be considered to fully capture the commercial potential. This session will focus on the US market with the aim of providing practical guidance on how to successfully first enter or expand into the US market. Why is it interesting to access the United States market and what makes it relevant in certain cases to give this market priority? What is the best timing to enter the US market? What are the main differences and common points between US and Europe markets?

**Wednesday, October 11th, 2023 • 3.30 - 4.30 pm**

**From idea to market access: Best practices in aligning your regulatory and reimbursement strategies**

A significant degree of overlap exists between reimbursement and regulatory approval of medical devices with sometimes a lack of integration of the processes. An early-stage company may have competing priorities and areas of focus, preventing it from achieving the major milestones of commercialisation. Making decisions and pursuing regulatory pathways without considering the company’s reimbursement goals can ultimately interfere with the reimbursement process, delay product launch and result in substantial losses for the company. How to ensure the reimbursement strategies are coordinated with regulatory strategy throughout the planning process? When best to research reimbursement and financial return options? How should clinical research planning fit into this? This session will focus on best practices in the early integration of regulatory, reimbursement and clinical research planning to secure commercial success.

**Track 4**

**DIGITAL HEALTH AND MEDICINE INNOVATION**

**Tuesday, October 10th, 2023 • 9.00 - 10.30 am**

**Scaling digital health companies and creating commercially viable business models**

The growth of digital health solutions has accelerated rapidly in recent years, expanding the market for healthcare services and technology, creating new stakeholders, opportunities, and business model considerations. While many innovative ideas have been developed and sparked investor interest, digital health investments are now slowing down and lots of companies are still struggling to move beyond promising technologies to large-scale deployment. What are the business models behind the recent developments in digital health? How to define and demonstrate a clear value proposition to stakeholders and customers? How can these innovations be smoothly integrated into existing regulatory and care pathways? To what extent is it possible to explore and test different business models simultaneously? What is the right ecosystem for digital health companies to thrive?

**Tuesday, October 10th, 2023 • 2.00 - 3.30 pm**

**Getting a digital therapeutic approved and reimbursed in Europe**

The EU describes Digital Therapeutics (DTx) as “evidence-based therapeutic interventions driven by software to prevent, manage, or treat a medical disease.” DTx are increasingly recognised and adopted into national frameworks worldwide to improve patient care: they can now be prescribed, opening new business models for digital health applications. However, they must first be approved for reimbursement, with no specific regulation existing at EU level. Drawing inspiration from the German DiGA Fast Track, France and Belgium have also taken steps to implement reimbursement processes for DTx. Thus, approval rules for DTx are being created by single countries, resulting into a fragmentation in terms of requirements and regulatory standards. How to succeed in this fragmented regulatory landscape? How to facilitate market entry for your DTx? What are the shared requirements among EU members? What are the basics in terms of data protection and security compliance? Where are in the creation of a unique and centralised set of frameworks in Europe?

**Tuesday, October 10th, 2023 • 4.00 - 5.00 pm**

**Are digital biomarkers the future of personalised medicine?**

As healthcare continues its digital transformation, more and more health data from diverse populations are becoming available. Digital biomarkers are objective and quantifiable physiological and behavioural data that are collected and measured using digital devices, such as smartphones, wearables and implantables. What is the current acknowledge range for digital biomarkers and why are they useful? To what extent are they currently used to generate evidence and value? How are regulators and payers looking at digital biomarkers? How are they changing how future medicines might be developed and how can this lead to more personalised treatments?
Speakers

Over 60 international speakers will share their vision and experience. Among them:

**Arezki Yaïche**
Head of Coverage France
Mergermarket (ION Group)

**Artur Olesch**
Founder & Editor-in-Chief
about Digital Health

**Beat Lechmann**
Early Innovation Partner MedTech EMEA
Johnson & Johnson Innovation

**Carole Absil**
HealthTech Strategist

**Charles-Eric Winandy**
Co-Founder & Director
moveUP

**Charlotte Puechmaille**
Founder
FemTech Now

**Esther Reynal de St-Michel Richardot**
Managing Partner
THEENA Capital

**Florent Detroy**
Founder & Director
POC Media

**Frédéric Le Roy**
Director
Chaire Coo-innov

**Lisa Tschalenko**
Senior Ecosystem Manager – Digital Health & Pharma
5-HT Digital Hub – Chemistry & Health

**Pia Schmiedel**
Junior Business Development Manager EIMEA Printed Electronics
Henkel

**Henk Stapert**
Chef Technology Officer
smartQare

**Ignacio Handal**
CEO
Clinicom

**James Somauroo**
Co-Founder & CEO
SomX

**John Bethell**
CEO
LUKA GLOBAL GROUP

**Jussi Määtä**
CEO & Founder
Buddy Healthcare

**Nayeli Schmutz**
Co-Founder & Chief Medical Officer
PIPPA

**Patricia Gruffaz**
Director
MedUniq Center

**Przemek Czerklewicz**
Founder & Partner
milepoint.

**Ryan Ramkhelawan**
Co-Founder & Managing Partner
Lasting Machine Ventures

**Stuart Hannah**
CEO
Microplate Dx

**Haider Alleg**
General Partner
Allegory Capital
Strasbourg

Located in the heart of Europe, Strasbourg is part of a dynamic region that is involved in health issues and benefits from a state-of-the-art ecosystem.

The Grand Est concentrates all the players in the health ecosystem: pharmaceutical industries, including biomanufacturing, manufacturers of medical devices and producers of diagnostic tools, etc. In addition, the local concentration of players from other innovative sectors such as materials and digital creates a privileged cradle for generating interactions and collaborations.

The region concentrates a unique density of actors of excellence in Life Sciences and Health with no less than 5 Nobel Prize winners, global renowned research institutes and more than 420 companies, ranging from innovative start-ups to pharmaceutical giants.

www.eurasante.com
Eurasanté is a technology transfer tool, an incubator, an accelerator and a cluster manager in the Health field in Northern France. Eurasanté assists French and foreign companies, entrepreneurs, scientists and clinicians with their innovation and development projects. The region includes over 1,000 healthcare companies with 32,000 employees in this sector. Eurasanté also promotes and develops the Eurasanté bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories within a European-wide scientific and medical site. Eurasanté also organises four international healthcare-related partnering events that aim to increase and improve interaction between academia and industry: BioFIT (Life Sciences), MedFIT (MedTech, Diagnostic, Digital Health), NutrEvent (Food, Feed, Nutrition, Health) and AgeingFit (Healthy Ageing).

www.clubster-nsh.com
Clubster NHL is a competitiveness cluster and a network gathering 350 members committed to innovation in health and nutrition. Clubster NHL aims to connect academia, industry and health professionals and to foster innovation for better health and sustainable food. Its goal is to bring together and support stakeholders from the health and food sectors in designing, developing and financing their future products and processes.

www.biovalley-france.com
Competitiveness cluster since 2005, BioValley France aims to federate, develop and promote the healthcare sector in the Grand Est region through innovation. The cluster is based on a dynamic network of companies, a leading academic and clinical research, as well as an integrated network of key stakeholders in innovation. BioValley France supports its members in their R&D Innovation approach and gives them access to high value-added expertise, in a market approach. The Cluster contributes to the networking of the various actors and the creation of regional, national and international partnerships. Finally, BioValley France actively participates in the territory’s structuring projects, such as Nextmed, which aims to create a Medical Technologies campus in Strasbourg that hosts an entire ecosystem of excellence dedicated to the development of tomorrow’s health technologies.

www.medicalps.eu
Founded in 2000, MEDICALPS is an NPO and a cluster of companies in the field of healthcare technologies. It is located in Grenoble, in the heart of the French Alps, known as one of the most inventive cities in the world and a top-notch place to innovate in the high-tech industry. MEDICALPS gathers over 100 members including leading edge start-ups, SMEs, global players, world-class research centres and universities. Although actively supported by local authorities, MEDICALPS is mainly governed by a community of entrepreneurs who aim to ensure the visibility, growth and international development of member companies. With a unique emphasis on the healthcare technology sector, our objectives focus on: gathering stakeholders and promoting the local ecosystem through communication tools and networking opportunities, facilitating member operations by setting up workshops, presence at exhibitions and conventions and a soft-landing programme in US in addition to other services, structuring the local healthcare sector by developing shared industrial resources.

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Interested in sponsoring the event?
Contact us: Yingjie Weng | yweng@eurasante.com
Join MedFIT 2023

REGISTRATION FEES
Fees per person (excl. VAT)

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<th>Category</th>
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EXHIBITION FEES
(excl. VAT)

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*The FULL PASS gives access to all MedFIT activities (access to the partnering platform to pre-organise one-on-one meetings).
**The VISITOR PASS gives access to all MedFIT activities (except the partnering platform).

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