



MedFIT

Fostering Innovation in medTech

Connecting you with key innovators
in the medtech and diagnostics sectors

26TH & 27

JUNE

2018

STRASBOURG - FRANCE

www.medfit-event.com



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MedFIT at a glance

MedFIT is the primary European affairs convention dedicated to innovation partnerships as well as the primary marketplace for early-stage investment in the medical and diagnostics industry.

The medtech industry is currently undergoing a transformation that has been marked by recent recourse to the tools and methods of **open innovation**. Big companies in the industry have shown more of a readiness to outsource their innovations of late than they have in the past. Start-up partnerships, which were for a long time restricted to external growth operations, are now taking different forms, as a result of several factors, including:

- The increasing complexity of the knowledge and expertise that is required to innovate in medtech, which is making it less and less easy for single companies, no matter how big, to internalise all of the technology, know-how, and skills that they need;
- The perceived necessity for big companies to secure assets that are considered strategic earlier on and at the best possible rate;
- The rise of R&D costs (particularly when it comes to clinical development), which also often makes it necessary for start-ups to agree to more premature partnerships with big companies. Note that this factor also has another consequence: the steep rise of R&D costs affects start-ups' financing needs, making the syndication of multiple start-up capital investors increasingly necessary for them to get their development process going.

For all of these reasons, **enabling partnerships between big companies and start-ups on the one hand, and between companies and the academic world on the other, is turning out to be a real industry need – it is to respond to these expectations that MedFIT was born. Another thing that will make it possible to respond to the financing needs of start-ups connected to the rise of R&D costs: MedFIT is starting to establish itself as the primary early-stage medtech investment marketplace.**

MedFIT thus brings together all of the players that make up the diversity and richness of this industry on a European scale: it is this internationalisation that makes it possible to bring together high-level, compatible players, in order to establish tomorrow's partnerships together: from start-ups through to manufacturers, academics, and investors. They are 700 participants from over 20 countries (Austria, United-States, Canada, Germany, Israel, Sweden...) to build business and innovation partnerships that will make the technologies of tomorrow. Foster innovations from start-ups, invest in the most promising products and services, develop R&D and licensing partnerships... Such is the program of this second edition which is anchored on one of the most dynamic territories of Europe in term of medtech: The Eurometropolis of Strasbourg.

"One of the solutions to overcome barriers in medical technologies is to reach key opinion leaders of the field and convince them to join your team. That's why, all the medtech actors clearly need a meeting place." **Martin Bruggemann**, Medical Design Director, Dolmen.



What does the second edition include?

- Conferences
- A Business Convention
- An Exhibition
- Start-ups Slams
- Medtech Expert meetings

Moments not to miss:

- 26th June from 10:30 am to 12:30 pm | Plenary session tracing future trends in medtech
- 26th June from 2:30 pm to 3:00 pm | Mirren Mandalia, Johnson & Johnson Innovation keynote address
- The Panorama France HealthTech announcement from France Biotech on 26/06 from 4:30 pm to 6:00 pm
- 27th June from 12:00 pm to 12:30 pm | The Start-up Slam award ceremony, preceded by a talk by MedFIT's organisers
- 27th June from 2:00 pm to 4:00 pm | Visit of the Nextmed campus by the Eurometropolis of Strasbourg

What's new in the second edition of MedFIT?

The event is hosted by the city of Strasbourg, site of the NextMed campus
Digital transformation is at the heart of a new conferencing roadmap
30-minute meetings with medtech experts
Hosted event to deepen exchanges on cutting-edge themes

(Details on page 9)



[MedFIT, an answer to industry needs] A privileged access to medtech early-stage innovations

MedFIT is born to give an answer to the challenges of open innovation, which are essential for the future of medtech, and to the particular financing needs of start-ups.

"Large groups can't master everything; they need to think outside their organization in terms of innovations sourcing and MedFIT is the perfect event to organize qualified one-to-one meetings with potential partners." **Nicolas Ploquin**, Area General Manager, CP Western European, Johnson and Johnson (Switzerland).

MedFIT's objectives are clear: to boost business and innovation partnerships benefiting to all stakeholder profiles involved, maximize chances of young start-ups' hatching, facilitate early-stage investments towards medtechs, etc. To achieve them, providing a meeting place at a European level was essential to allow participants to work their network at the right dimension et thus find the most relevant partners.

To achieve this European size, the three co—organisers of the event adopted a unique approach: Eurasanté (Lille), MEDICALPS (Grenoble) and Alsace BioValley (Strasbourg) have decided to join their forces to alternate the holding of the event in their three cities. Thanks to this alternation, it is possible to federate the French forces of the sector to make the French medtech scene stronger at the international scale. The first edition MedFIT (2017) was held in Grenoble, the second takes place in Strasbourg (2018), and the third will take place in Lille (2019).

A total of 500 participants were present at the first edition of MedFIT. Today, more than 620 from more than 20 different countries are on the starting line for the MedFIT 2018's kick-off. **This turnout confirms that there is real interest in such an event among industry players.**

Among the 2018 participants:

Medtronic, J&J Innovation, Macopharma, Baxter, Olympus, Mauna Kea Technologies, Philips, Urgo, Guerbet, Vodafone, Convatec, Schott France, BioCer, Endodiag, Heartkinetics, Verapido Medical, Lattice Medical, Diabeloop, Cala Medical, EIT Health, Deloitte, ICOSA, Innov'health, MEDTEQ, WBC Incubator, MD101 Consulting, Medeuronet, Medical Devices Consulting, Axeme, 3D-Side, Defymed, Vitricell, Mitral technologies, Cohesives, Mitre Medical, Panaxium, Inserm Transfert, FINDMED, Ariel Scientific Innovations, Hadasit, Campus Technologies Freiburg, CURAM Institute, Queensland University of Technology, University of Leeds, University of Bath, University of Edinburgh, University of Twente, Kaunas University of Technology, AMIT Technion, Quadrivium Ventures, BPI France investment, High-Tech Grunderfonds, Seroba Life Sciences, Inkef Capital, Kurma Partners, Kreos Capital, Medevice, Panakes Partners, Baxter Ventures, Turenne Capital, MD Start...



[What's new at MedFIT?] A second edition that is full of novelties

1/ The event is hosted by the city of Strasbourg, site of the Nextmed campus

Strasbourg turned out as an obvious host territory for MedFIT. Indeed, this European metropolis of the Great East, is a territory of excellence of medical technologies animated by the cluster Alsace BioValley, and which since 2012 has included Nextmed, the campus of technologies and medical-surgical devices of Strasbourg. With an overall surface area of 30 hectares, Nextmed is located in the historical enclosure of the Hospices Civils de Strasbourg. It is a new neighborhood in the city, combining economic and scientific ambitions of environmental requirements, while sparing undeniable urban, heritage and historical qualities. To date, 900 companies including large companies such as Storz, Siemens, Intuitive Surgical, General Electric Healthcare, Medtronic are located on this campus (within a radius of 200km).

A visit of the Nextmed campus will take place on 27/06 from 2 pm to 4 pm, please contact Nadège Joly for any registration at njoly@eurasante.com.

2/ A digital transformation that is at the heart of a new conferencing roadmap

MedFIT is enriched this year with a new set of conferences entirely that is dedicated to the digitalisation of medtechs.

The conference programme was boosted by a strategic committee made up of key players and various types of industry profiles (see p. 9 of the programme), in order to reflect as close as possible the issues and trends encountered by the medtech players.

The arrival of the digital technologies has strongly impacted many industries, including medtech ones. How will artificial intelligence impact the innovation process in medtech? How will it be integrated with existing technologies? How to adapt business models to the digitalization of medtechs? ... These will be some of the issues discussed.

3/ 30-minute with medtech experts

In 2017, MedFIT had four activities and hosted the “Rendez-Vous Experts Medtechs,” powered by MD101 and AXEME, in tandem with its first edition. **Following the joint interests of the organisers, MedFIT now has now integrated these meetings into its own structure and given them a new name that reflects this collaboration: The Meet-The-Experts sessions.**

4/ Hosted events to deepen exchanges of cutting-edge themes

Since its first edition, **MedFIT has given other events (conferences, meetings...) the opportunity to participate in these two days of medical technology talk.** It is in keeping with this that France Biotech and Cancéropole Grand Est are joining the second edition to promote and share their own areas of expertise to MedFIT participants through dedicated conferences.



[About the MedFIT programme] 48 hours centered around 5 activities

MedFIT is made up of 5 activities that complement one another: **a business convention, meetings with experts, an exhibition, a start-up pitch competition, conferences** and, lest we forget, **hosted events** that come and complete the whole.

1 / Business Convention

The business convention facilitates meetings between participants via an online networking platform. This makes it possible to identify and schedule appointments between them over the two days.

In 2017, 3000 appointment requests were made.

MedFIT's audience consists of:

32% Medtech, e-health, IVD, and diagnostic companies.

17% TTOs, Research institutes, Academics

17% Professionals and consulting services

16% Suppliers, Subcontractors

13% Clusters, Associations, Non-profit organisations

2/ Meet-the-Experts Sessions

Powered by MD101 and Axeme, the Meet-the-experts sessions aim to promote meetings between medical device manufacturers and experts via **30-minute speed consulting sessions**.

"MedFIT makes it possible to bring together the academic world and the industrial world during a unique adventure on a European scale (conferences, face to face player meetings, the exhibition). This event will certainly allow partnerships and opportunities in the field of medtech to be developed. We are proud to be a MedFIT partner and to share our experience and expertise in medical technologies with the community of researchers and industrial players." **Mathieu Charleux**, Associate Partner, MD101 Consulting

This year, 9 medtech experts will meet MedFIT participants to discuss clinical studies, validation processes, marketing, recruitment, financing, strategies, and many other topics. Appointment requests can be made on the networking platform of the business convention, to keep things more organised.

3/ Conferences

50 international speakers, including Anne Sissel (Baxter Ventures, US), Dan Gelvan (Medtech to Business, IS), Benno Lansdorp (DEMCON Medical Robotics, NL), Mathilde Desselle (Queensland University of Technology, AU), Olivier Delporte (Miracor Medical Systems, BE) and Karen Taylor (Deloitte, UK), **will share their experience and expertise over the course of 10 conferences about innovation, collaboration, and the financing and digitalisation of medtechs**. The thematic choices have been elaborated by the Steering Committee of MedFIT composed of medtechs players. More information online <https://www.medfit-event.com/about-medfit/steering-committee/>



Hosted Conferences

In addition to the conferences that are organised by MedFIT, Cancéropole Est and France Biotech offer conferences on select topics of their choosing to MedFIT participants:

- 2 Sessions on innovation and cancer by Cancéropole Est
- 1 Session on the France HealthTech Panorama conducted by France Biotech

4/ Start-ups Slams

The Start-up Slams is a pitch contest where start-ups present their innovation in medtech or diagnostics to the audience. This year, Johnson & Johnson chose to sponsor this activity, convinced of the interest of being able to source innovations as soon as they are launched and to boost the development of the sector by allowing start-ups to find investors.

More than 50 applications (50% international) have been submitted to the pitch contest; the MedFIT international Jury has selected 17. It is therefore these 17 project leaders who will have the opportunity to pitch in front of MedFIT participants (on 26/06 from 3 pm to 4 pm and on 27/06 from 10:30 am to 12 pm) with for them the chance to win:

- For the most innovative start-up elected by the jury, a €5,000 cheque
- For the most innovative start-up elected by the audience, a 6 m² stand for MedFIT 2019

The award ceremony will take place on the 27th of June from 12 pm to 12:30 pm.

NB: this ceremony will be followed by a speech by the three organisers of the event, a moment not to be missed if you want to interview them.

The jury is composed of:

Mirren Mandalia, Senior Director New Ventures & Transactions, Johnson & Johnson Innovation

G rard Hascoet, Executive Chairman, MD Start

St phane Roecker, Senior Transition Manager, Roecker Consulting

Florent Guyon, Business Development Manager, Statice

Anne Sissel, Vice President Ventures, Baxter Ventures

Corinne Lebourgeois, Managing Director, MedC.Partners

Bervin Bouani, Senior Investment Manager, Turenne Capital

C cile Real, President, Medevice

Etienne Vervaecke, General Manager, Eurasante

The start-ups that will be presenting their innovations are:

- **Ablacare** : Ablacare is developing a device for the treatment of PolyCystic Ovary Syndrome (PCOS)-related infertility, based on an effective and demonstrated surgical predicate and an access and delivery path routinely used by fertility physicians.
- **Heart Kinetic** : HeartKinetics develops the Kino-cardiograph (Kino), a non-invasive tele-monitoring wearable solution borne out of space research, which aims at revolutionizing the existing model of heart failure (HF) disease management.
- **Lattice Medical** : LATTICE MEDICAL develops MATTISSE, a breast implant for personalized and natural reconstruction with a single surgery. MATTISSE is a 3D printed fully bioabsorbable implant that uses autologous adipose tissues to reconstruct the breast.



- **SafeHeal** : Colovac is an innovative digestive anastomosis protection device, designed to reduce complications and obviate the need for ostomies for colorectal cancer patients. Colovac is a fully reversible implant that is inserted until the anastomosis has healed (for about 2 weeks).
- **BMDX** : BMDX has a novel key enabling technology for ultra-fast, simple, and cost-optimized in vitro diagnostics. Our products enable MedTech and diagnostics companies to offer laboratory-grade near-patient diagnostics for decision-critical biomarkers at the point of care.
- **Miravas** : The Hybrid Vbox from French start-up Miravas is a unique medical device that combines two endothermal techniques (steam and segmental radiofrequency) to treat outpatient venous disease as an alternative to surgery.
- **Infinite Vision Optics** : With its adjustable intraocular lens, Precisight®, the company aims at providing the best possible vision to patients after cataract surgery.
- **Verapido** : DERMAJECT®, an intradermal injection device for highly standardized skin injections (intracutaneous, Mantoux) of all intradermal drugs and fluids, is Verapido Medical's first CE marked and marketed product for targeted drug delivery to the skin, immune and lymphatic systems for e.g. therapeutic cancer, influenza or other vaccines, immunotherapies, allergy tests and insulin.
- **Emosis** : Clinically-centred cytomolecular routine in vitro diagnostic and companion tests of thrombotic disorders that exploit cell-based coagulation paradigms by using new generations of microflow cytometers to enable user-friendly individual testing of thousands of patients' cells in a few seconds.
- **Hypno VR** : HYPNO VR leverages virtual reality to make the benefits of medical hypnosis available to the largest audience possible: patients, health professionals and health institutions.
- **Mitre Medical** : Mitre Medical has developed the Mitral Touch® device to provide cardiac surgeons with an "Off-Pump" beating heart version of mitral annuloplasty, offering a less invasive and safer approach to treating mitral valve regurgitation (MR).
- **Prinsoles** : 3D Printing of insoles for podiatrists.
- **Deoxy Technologies** : DEOXY Technologies develops a platform for massively parallel single-cell transcriptomics. The technology enables genetic diagnostics on the single-cell level, with applications in the assessment of tumor heterogeneity and immunology.
- **Lys Medical** : Lys Medical develops a unique decision-aid device for airways specialists dedicated to providing sizes and dimensions where approximations are the current gold standard.
- **Defymed** : ExOlin® is an innovative device that allows the physiological delivery of drugs using a simple subcutaneous injection through current injection devices (syringe, pen, pump...). Proof-of-concept is made on diabetes management for insulin delivery.
- **Cohesives** : Cohesives develops surgical adhesive solutions for surgery with an adhesion that is 10 times as strong as the existing surgical adhesives that are currently in use.
- **Mikro Biosistemler** : Mikro Biosistemler develops tagCTC, a stand-alone lab-on-a-chip platform for circulating tumor cell (CTC) isolation and enumeration for early cancer diagnosis and prognosis, with a competitive edge in terms of performance, cost, and time-to-result.



5/ The Exhibition

The exhibition area hosts **75 exhibitors**, the innovation area, the area dedicated to expert meetings, the partnering boxes. It is intended to be rich in exchanges and conducive to the promotion of medical technologies and diagnostics of the actors present. It is also a gateway to the medtech ecosystem of the host territory with notably the Grand Est region pavilion.



[The MedFIT organisers]

An event organised by:



Eurasanté

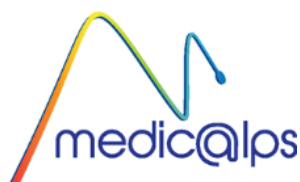
Eurasanté is a non-profit agency engaged in technology transfer and business development of companies and start-ups in Life Sciences sectors in Northern France. The regional network includes near 1000 organizations working in the field of Life Sciences, Nutrition and Healthcare. Eurasanté assists French and foreign companies interested in developing their activities or setting-up a business in Northern France. Eurasanté provides many services such as access to public aids, find offices, administrative formalities, recruitment assistance, market studies, etc. It also promotes the Eurasanté Bio-business Park, which already hosts 7 hospitals, 4 universities, 7 specialized schools and more than 160 companies. It benefits from an exceptional location at the heart of Europe (near Paris, London, Brussels, etc.).



The Nutrition Health Longevity Cluster

The Nutrition Health Longevity (NHL) Cluster is the only French cluster to combine Nutrition, Biotechnology and Health. Its objective is to gather and support players from the health and food sectors in designing, developing and financing the products and processes of the future.

It identifies opportunities: technology, market, product, financial aid. It facilitates exchange between potential and existing members and contributes to collaborative projects between academia, national and international public research institutions and private companies.



Medicalps

MEDICALPS is the HealthTech cluster of the French Alps, representing a network of nearly 100 actors from the fields of medical technologies, biotechnologies and e-health. MEDICALPS's mission is to animate, support and structure the sector locally to accelerate its development and to conduct promotional and attractive actions to promote the sector internationally.



Alsace Biovalley

A world-class cluster dedicated to therapeutic innovation and medical technologies. It actively participates in developmental projects for the health industry and supports its members in their approaches to innovation, allowing them to get access to high-level national and international added-value expertise.



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