MedFIT
Fostering Innovation in medTech

JUNE 25<sup>th</sup> & 26<sup>th</sup> 2019

LILLE France

The European leading partnering event for innovation partnerships and investment in the MedTech, diagnostic and digital health sectors

Organised by:  With the support of:  Institutional partners:
MedFIT is your opportunity to connect with international key innovators in the MedTech, diagnostic and digital health sectors.

As a leading European partnering event, MedFIT provides the ideal environment to help industry players to source early-stage assets, to facilitate the emergence of collaborative projects between big players, public research institutions, start-ups and SMEs, to increase licensing opportunities, to obtain funding and to facilitate market access.

MedFIT at a glance

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Who will you meet?

- **700+ Delegates** (600 in 2018)
- **25+ Countries represented**

- **35%** MedTech, Digital health and Diagnostic companies
- **16%** Suppliers and Subcontractors
- **14%** Professional and Consulting services
- **17%** TTOs, Research institutes, Academics
- **13%** Clusters, Associations, Non-profit organisations
- **5%** Investors

Delegates: 700+ Countries represented: 25+
The Steering Committee

**Industries**

Stig Visti Andersen, CEO, Visticon

Leo Kretzers, General Manager, Bakken Research Center, Medtronic

Daniel Kroiss, VP Chief Scientific Officer CRM, LivaNova

Stéphane Lavallée, President, Surgivisio

Louis de Lillers, CEO, CorWave

Antonin Marcault, New Business Development and Innovation Manager, Philips

Arnaud Marie, Global VP/GM, Preffillable Syringe Platform, Becton Dickinson

Nicolas Ploquin, Area General Manager VP for Western European Markets, Johnson and Johnson

Cécile Réal, CEO, Endodiag

Nils Reimers, R&D Manager, Stryker

**Associations, clusters**

Marco Pintore, General Manager, Alsace BioValley

Florent Surugue, Economic Development and SMEs Director, SNITEM

Grégory Vernier, Executive Director, MEDICALPS

Etienne Vervaecke, General Manager, Eurasanté

**TTOs, research institutes**

Remke Burie, Operations Director, Technical Medical Centre, University of Twente

Josephine Dixon-Hardy, Director of Medical Technology Innovation, University of Leeds

Terry Gourlay, Head of Department, Biomedical Engineering, University of Strathclyde

Michel de Mathelin, Director, I-cube lab

Abhay Pandit, Scientific Director, CURAM

**Investors**

James Greene, Advisor, Seroba Lifesciences

Joseph Nathan, Director New Ventures, Alfred Mann Institute at the Technion
ONE event, many activities

**ONE-TO-ONE MEETINGS**
Identify and connect with potential businesses, research partners and investors involved in the MedTech sector

**WOULD-BE CEO**
Dedicated to MedTech entrepreneurs seeking a project or projects seeking a CEO

**EXPERT MEETINGS**
Go over all of your strategic needs with specific experts

**CONFERENCES AND ROUNDTABLE DISCUSSIONS**
Gain insight and discover the latest industry trends

**PITCH SESSIONS**
Identify and promote innovative products, technologies and services

**EXHIBITION**
Highlight your company’s visibility with other innovators in the MedTech sector

**TECHNOMED PARTY**
Enjoy an informal networking evening
One-to-one meetings

The partnering activity is the best way to **identify and connect** with potential business, research and financial partners.

John MacMahon  
CEO, Mitre Medical, US

«The philosophy of MedFIT’s one-to-one meetings is sort of new in the sector. Not only you’ll be able to connect with family to bigger funds, but also to the whole medtech community: Technology, cash and expertise are gathered in a single place.»

Remke Burie  
Managing Director, University of Twente, NL

«In Healthcare, it’s all about collaborations between academia, industry and other players of the sector. With the business convention, you have time to meet and interact with them.»

**48H** to meet your future project partners, obtain funding and accelerate innovation

**How does it work?**

**LOGIN**

to the partnering platform

**REQUEST**
meetings with organisations of interest to you

**MEET**
your future partners

**DEVELOP**
new collaborations and partnerships

In partnership with:
Expert meetings

30 Minute Meetings

Mathieu Charleux
Medical Devices Consultant, MD 101, FR

«Face-to-face meetings are the greatest advantage of the event. It really allows to exchange in-depth with all the medtech players.»

Are you seeking assistance from Medical Device Experts?

Secure a free flash meeting by sending a request on MedFIT’s partnering platform to meet with one of our experts.

The Experts are specialised in many fields, such as:

- Regulatory affairs / Quality assurance
- Production / Sourcing
- Preclinical evaluation / Clinical affairs
- Reimbursement
- Sales and marketing strategy
- Funding and financing
- Research & development
- Merger and acquisitions
- Human resources

Would-be CEO

Are you a MedTech entrepreneur seeking a project?
Or do you have projects seeking a CEO?

Any MedTech entrepreneur looking for a project to get involved in is welcome to join MedFIT and particularly the “Would-be CEO” activity. Any incubator or tech transfer entity looking for an entrepreneur to lead their start-up or help launch their project is also welcome to join.
Conferences

Supported by a prestigious Steering Committee, the MedFIT conference programme features the latest opinions on trending topics related to collaborative innovation partnerships and focuses on market access, financing, the digitalisation of the sector and regulations.

Josephine Dixon-Hardy
Director of Medical Technologies Innovation,
University of Leeds, UK

« I was very pleased to find people with interests that are very relevant to things we want to know about, which isn’t just about industry or just about academia, but how the two work together. That was well addressed in the programme. »

Kayar Raghavan
Investor Mentor & NED,
London Business Angels, UK

« Excellent animated panel discussions at MedFIT 2018. Ever so satisfying to discuss in front of a knowledgeable audience. »

Tamar Raz
CEO, Hadasit, IL

« Knowing the market is very important; The MedFIT conferences provide great opportunities to learn more and gain insight on new rules and best practices. »

Plenary Session:
How to increase the number of MedTech unicorns in Europe?

Europe is currently benefiting from dynamic MedTech start-up ecosystems. However, not so many of them succeed in scaling-up. How to better organise stock market and create a dynamic European environment driving growth, innovation and where entrepreneurs can find the support and tools they need to thrive? What are the possible strategies and paths to scale-up on MedTech market in Europe?
Track 1: Collaborate to innovate
#Licensing #Partnerships #R&D
- Big size vs mid-size companies: different ways to deal with early-stage start-up assets?
- What are the key factors of success in the relationship between an academic institution and a resulting spin-off?

Track 2: Financing innovation
#VCs #Startups #Investors
- How are healthcare systems and health plans directly investing in innovative companies in Europe?
- Agnostic investors or pure players in the MedTech sector: Who is becoming prominent in the early-stage financing scene?

Track 3: Market innovation
#Regulation #BusinessModels #Strategy
- How does IT tools contribute to accelerate the process of completing clinical trials in the MedTech sector?
- MedTech SMEs and start-ups: What are the strategies & initiatives to collectively answer to public tenders?

Track 4: Digital innovation
#AI #Data #Transformation
- Connected devices redesign health care: How are MedTech companies adapting to this new environment?
- MedTech and digital industry: Which grounds for collaboration?
Pitch Sessions

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

«One of the things that struck me at MedFIT was the depth and breadth of innovation across Europe and beyond. The need for collaboration to drive innovation has never been higher.»

Present your project in front of MedTech experts and find partners thanks to the:

**START-UP SLAMS***

The Start-up Slams are dedicated to entrepreneurs who have innovative start-up companies (from creation up to Series A).

The selected candidates will receive advice and feedback («speed-mentoring») from a panel of experts. The winners will receive a prize and be awarded as the most innovative start-ups in Europe.

**Pitch fees:** Free for all MedFIT participants.

**COLLABORATIVE AND LICENSING OPPORTUNITY PRESENTATIONS***

The Collaborative and Licensing Opportunity Presentations allow TTOs, universities, research institutes and companies to present their asset, whether they are looking for a R&D collaborative project or an opportunity to out-license. The goal is to foster alliances and business development opportunities.

**Pitch fees:** Free for all MedFIT participants.

**COMPANY SLAMS**

The Company Slams are dedicated to companies from Series A round and onwards.

**Pitch fees:** €150 additional fees to the MedFIT registration fees if selected.

**SERVICE PRESENTATIONS**

Are you a service provider or a technology platform involved in the MedTech, digital and diagnostic sectors? You will have the opportunity to give a short presentation of your services in front of the MedFIT participants.

**Pitch fees:** From €150 to €300 additional fees to the MedFIT registration fees if selected.
How does it work?

Apply before March 15th, 2019

Be selected by a jury of experts

Pitch during MedFIT
Join MedFIT 2019

**Registration fees***

Book your pass online as soon as possible and save money:

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<th>EARLY BIRD (Before February 3rd, 2019 incl.)</th>
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<td>€859</td>
<td>€945</td>
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<tr>
<td>Investor</td>
<td>€687</td>
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<td>€659</td>
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<td>€527</td>
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<td>Academic scientist / Clinician</td>
<td>€207</td>
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Registration and information on [www.medfit-event.com](http://www.medfit-event.com)

**Increase your company’s visibility***

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There are many additional visibility opportunities, please contact us for a customised offer.

**VENUE**

Lille Grand Palais  
1 Bd des Cités Unies  
Lille (France)

**CONTACT**

Stéphanie Gautreau  
sgautreau@eurasante.com  
+33 (0)3 28 55 90 79

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@MEDFIT_EVENT  
www.medfit-event.com