





The European partnering event

for innovation partnerships and investment rounds in the MedTech, diagnostic and digital health sectors

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Editorial

Since its creation, MedFIT has become the first European partnering event dedicated to innovation in the MedTech, diagnostic and digital health sectors.

Today, we are very pleased to welcome you to Lille for the third edition of MedFIT, where more than 700 international key players from over 25 countries are representing large companies, SMEs, startups, academic and technology transfer organisations, investors, and service companies.

Thanks to the various MedFIT activities, we hope that the attendees will find collaborative partners and obtain funding.

We hope to see you next year in Grenoble on June 30th and July 1st, 2020 for the fourth edition of MedFIT, where more meetings, deals and discoveries of innovative projects in the MedTech, diagnostic and digital health sectors will take place.



Etienne Vervaecke General Manager of **Eurasanté** and **NHL Cluster**



Marco Pintore
General Manager of BioValley France



Grégory VernierExecutive Director of **MEDICALPS**

Key numbers of MedFIT 2019

- **700+** registered delegates
- 25+ countries represented
- **60** international speakers
- 80 exhibitors
- 10 hosted events
- 13 conferences

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

MedFIT at a glance

Launched for the first time in Grenoble, MedFIT is the European partnering event in the MedTech, Diagnostic and Digital Health sectors. MedFIT provides the ideal environment for academic and industrial actors to build partnerships, to source innovative and competitive early-stage R&D projects, to facilitate the emergence of collaborative projects, to increase licensing opportunities, to obtain funding and to facilitate market access. For this third edition, MedFIT welcomes over 700 international key players from 25 countries representing large companies, SMEs, start-ups, academic and technology transfer organisations, investors, and service companies.



Three regions with some of the most dynamic innovation ecosystems in France are joining forces to support MedFIT growth's

Thanks to an unprecedented partnership between the NHL Cluster, BioValley France and Medicalps competitiveness clusters, as well as Eurasanté and the local authorities of these three French regions, MedFIT is organized annually and alternates between Strasbourg, Lille and Grenoble.

Lille and the Hauts-de-France region are a dynamic hub for MedTech in Europe. Indeed, the MedTech sector in the Hauts-de-France region benefits from the presence of both big players such as Bio-Rad, Medtronic, etc. and of a dense network of SMEs. It is boosted by the Eurasanté Bio-incubator. The main areas of expertise in the Hauts-de-France region are: Implantable medical devices, innovative textile, hospitech and diagnostic. In 2018, with a turnover of 2.2€ billion, the MedTech sector in the Hauts-de-France region counted 520 biomedical companies (Macopharma, Diagast, Cousin Biotech, MDMS, NewCard, Japet Medical Devices, Lattice Medical...) and a total of 8,900 employees. The Northern France also consist of research teams of excellence in the fields of biosensors, biomedical and hospital engineering, nanotech applied to life sciences, biomaterials and academic institutions of excellence such as the University Hospital of Lille, the University of Lille and the University of Compiègne.

Grenoble, locally animated by the Medicalps cluster, is a territory recognised worldwide for its excellence and density in the scientific and medical research, which are two sources of innovation in MedTech. The industrial fabric of the region is also rich. The big companies and start-ups are innovating to meet the health needs of tomorrow, by developing new technologies, such as advanced robotics, diagnostics, imaging, drug delivery and connected devices. The ecosystem sums up more than 10 winners of the Global Innovation Competition in the health field.

The European metropolis of the Great East, Strasbourg, is a territory of excellence of medical technologies animated by the BioValley France cluster. Since 2012 it includes Nextmed, the campus of technologies and medical-surgical devices of Strasbourg. With an overall area of 30 hectares, Nextmed

is located in the historical enclosure of the Hospices Civils de Strasbourg. It is a new neighbourhood 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 and Medtronic are located on this campus (within a radius of 200km).

A prestigious Steering Committee

A Steering Committee, composed of 23 experts – whom 50% are international – of world renown in their fields (medtech & diagnostic companies, associations & clusters, academia & TTOs and investors) designed the event, and in particular the conference programme, in order to best answer the expectations, problems and needs of the sector's actors.

Industry:

- Stig Visti Andersen, CEO, Magnisense, DK
- Amanda Baccarini, VP, Global Marketing & Strategic Innovation, Becton Dickinson Medical Pharmaceutical Systems, FR
- Leo Kretzers, General Manager, Bakken Research Center, Medtronic, NL
- Daniel Kroiss, VP Chief Scientific Officer CRM, LivaNova, FR
- Stéphane Lavallée, President, Surgivisio, FR
- Louis de Lillers, CEO, CorWave, FR
- Antonin Marcault, New Business Development and Innovation Manager, Philips, FR
- Nicolas Ploquin, CEO, Unilabs France, CH
- Cécile Réal, CEO, Endodiag, FR
- Nils Reimers, R&D Manager, Stryker, DE

Academia, TTOs:

- Remke Burie, Operations Director, Technical Medical Centre, University of Twente, NL
- Josephine Dixon-Hardy, Director of Medical Technology Innovation, University of Leeds, UK
- Caroline Dreyer, President, Conectus, FR
- Terry Gourlay, Head of Department, Biomedical Engineering, University of Strathclyde, UK
- Michel de Mathelin, Director, I-cube lab, FR
- Abhay Pandit, Scientific Director, CURAM, IE

Investors:

- Frank Bulens, Partner, Imec.xpand, BE
- James Greene, Advisor, Seroba Lifesciences, IE
- Joseph Nathan, Director New Ventures, Alfred Mann Institute at the Technion, IL

Associations, clusters:

- Marco Pintore, General Manager, BioValley France, FR
- Florent Surugue, Economic Development and SMEs Director, SNITEM, FR
- Cécile Théard-Jallu, Partner Attorney, De Gaulle Fleurance & Associés, FR
- Grégory Vernier, Executive Director, MEDICALPS, FR
- Etienne Vervaecke, General Manager, Eurasanté & NHL Cluster, FR

What's new this year at MedFIT?

The would-be CEO session

As talented CEOs are frequently sought-after by many stakeholders of the medtech industry, to both launch and drive new companies to success, this Would-be CEO session will bring together representatives of emerging start-ups, technology transfer offices, incubators and investing networks as well as CEOs and would-be CEOs to address this important issue.

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

The entrepreneur workshop is held on June 25th from 4.30 pm to 6.00 pm with two moments:

- Testimonies from CEOs: How I met my co-entrepreneur
- Networking time: This networking moment will be the occasion to establish collaborations between future entrepreneurs and projects in need of CEOs

New sessions of pitches

The MedFIT Pitch Sessions enables start-ups, universities/TTOs, service companies, to find financial and industrial partners, future collaborations, potential clients and enhance their visibility. By pitching their innovative project at MedFIT, they are recognised as innovative key players in the sectors of MedTech, diagnostic and digital health.

The Start-up Slams are dedicated to young companies or companies in creation, and particularly start-up seeking to raise a seed financing round.

New this year: The Collaborative and Licensing Opportunity Presentations and the Service Presentations. The Collaborative and Licensing Opportunity Presentations are a great opportunity for TTOs, universities, research institute and companies to showcase their assets in front of potential partners, in order to entail a collaborative project and/or an opportunity to out-license. The Service Presentations allows service providers and technology platforms with an innovative offer to showcase their offers in front of potential clients.

An event designed to foster innovation in the MedTech, diagnostic and digital health sectors

Fostering cooperation and partnerships between academia, industries, start-ups and financial backers

For its third edition, MedFIT will bring together MedTech, diagnostic and digital health companies (big companies, SMEs and start-ups), researchers, investors, consultants and associations from all over the world. MedFIT provides the ideal environment for academic and industrial actors to build partnerships, to source innovative and competitive early-stage R&D projects, to facilitate the emergence of collaborative projects, to increase licensing opportunities, to obtain funding and to facilitate market access.

The partnering activity is the most efficient way to identify and connect with future project partners, obtain funding and accelerate innovation. Participants can schedule one-to-one meetings with the participants of their choice over both days. In 2018, a total of 3,000 meetings were generated.

A conference programme that aims to widen the scope of the topics discussed

Over 60 international speakers will share their experience and vision throughout 13 innovation-focused conferences relative to collaborations, financing, market access and regulation as well as MedTech digitalisation.

For this year's Plenary Session, a panel of international entrepreneurs and investors will discuss the dearth of "Unicorns" in Europe and what it takes to accompany the scaling-up of dynamic MedTech companies. What are these unicorns and what are their key features? How many are there in Europe and how can we develop more?

Moderated by Tina Tan (FirstWord MedTech), the accomplished experts Xavier Bertrand (Boston Scientific), Nicolas Durand (Abionic), Martin Frost (CMR Surgical) and Gérard Hascoët (Sofinnova Partners – MD Start) will address this burning question: *How to increase the number of MedTech Unicorns in Europe?*

From Value-based healthcare to the growing digitalisation of the sector, the conference programme intends to provide MedTech, diagnostic and digital health players with quality learning and inspiration on the current stakes they are facing.

With a constant concern to propose valuable and up-to-date information, MedFIT steering committee advised to shed the light on the upcoming May 2020 deadline for new Medical device regulation in Europe. Participants are welcome and encouraged to exchange on the requirements as well as the implications of this new legislation in our "Final stretch to MDR/IVDR" panel discussion.

Facilitating access to financing for entrepreneurs

The MedFIT pitch sessions offer the opportunity to detect the most innovative and promising startups, R&D projects, licensing opportunities and services in order to foster partnerships and business developments in the MedTech, diagnostic and digital health fields.

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

The selected candidates will present their project and receive advice and feedback from a panel of experts.

This year, **30** start-ups has been selected over **80** applications to present their projects in 7 different categories:

- Cardiovascular:

- AORTYX: Aortic disease, endovascular repair, regenerative technology
- CAIRDAC: Leadless pacemaker, autonomous power supply, implantable active medical device
- CARDIACBOOSTER: Cardiac assistdevice, interventional cardiology, cardiogenic shock and high-risk PCI
- o TOURNICARE: Accurate, user-friendly, empowerment
- VEINSOUD: Varicose, vein, hifu
- o PARAGATE MEDICAL: Heart Failure, fluid management, home based care
- VESSELSENS: Implantable monitoring system, wireless restenosis detection, electrical passive implants
- WHITESTONEBIO: Predictivity, thrombosis, monitoring
- o **PRECIPHOS**: Systemic diagnostic, dengue virus, atherosclerosis

- AI/Big Data:

- o **AXOMOVE**: Self-rehabilitation, prevention, exercises
- o **CERENION**: Brain monitoring, intensive care, EEG analysis
- o CASIS: Cardiovascular imaging, deep learning, diagnosis support
- MY CYBER ROYAUME: Medical device (CE Label) for neuro-therapist, dependant people, virtual reality
- GRAPHEAL: Wound healing, e-health, diabetis

- Cancer:

MIKROBIYO: Liquid Biopsy, circulating tumor cells, microfluidics

Generic tools:

- TRANSPLANT BIOMEDICAL: Organ preservation | Ultrasound technology | Organ transplantation
- INNOVGEL: Hydrogels for 3D cell culture, bio-inks for bioprinting, tissue engineering and regenerative medicine
- o **JETCELL**: Eco-friendly, disposable, energy
- PIR2: Robotics, interventional radiology, needle insertion

Diagnostic

- SEPTEC: Near-patient decision-making, bloodstream infection detection, companion diagnostics
- LUMEDIX: Nanoparticles, point-of-care, ultra-sensitive diagnostics
- o IPDx: IVD diagnostics, big data, antibodies

Monitoring:

- o **MOTION CAPTURE GROUP**: Motion biomarker, motion wearables and ml/ai decision support solution, digital care
- o NANOVATION: Remote Respiratory Monitoring, COPD, wearable devices
- o GABI SMART CARE: Predictive medicine, respiratory disease, baby

- Coating / Implants / Wound:

- o **SPARTHA**: Antimicrobial agents, coating, immunomodulation
- o **DIANOSIC**: Innovative and effective, mini- invasive and connected, cost-effectives
- o **ENDOTACT**: Medical devices, connected implantable devices, artificial intelligence
- o MOLECULAR PLASMA GROUP: Fast, single step, controllable
- o **PEGASE**: Back pain, surgical instrumentation, flexibility

An increasing number of organisations choose MedFIT as their "main" event!

Since its very first edition, MedFIT has been able to convince more and more organisations to host their own event: 2 events were hosted in 2018 and 10 events in 2019, including 7 organised by the consortia of European projects, which demonstrates that MedFIT is the industry's European point of reference of the sector.

3DMED

3DMed aims to improve the affordability and large-scale accessibility of medical treatment using 3D printed devices. Started in 2018, the 3DMed project is funded by the European Interreg 2 Seas programme and co-financed by the European Regional Development Fund (ERDF). Top universities and innovative companies in the Netherlands, Belgium, France and the UK join forces in an unprecedented exercise to explore the full potential of the 3D printing technology for advanced medical care. This will be achieved by increasing the TRL of state-of-the-art 3D printing technologies for medical applications and integrating them into a streamlined, fast, cost-effective software platform for use in routine clinical practice.

www.3dmed2seas.eu

CoBra - Technical workshop on brachytherapy

CoBra — Technical Workshop on Brachytherapy will be held during MedFIT with an afternoon conference on June 25th. Started in 2018, the CoBra project is funded by the European Interreg 2 Seas programme and co-financed by the European Regional Development Fund (ERDF). The CoBra project aims to improve the quality of both diagnosis and treatment of localised cancers, by developing a new medical robot prototype for brachytherapy and biopsy under guidance of MRI. The overall objectives of the project is to improve the accuracy of cancer diagnosis, and to increase the accuracy of treatment, increasing cure rates and minimising side effects. The prostate and other soft tissues will be the main localised cancers of interest in the CoBra project.

www.cobra-2seas.eu

DERMA

DERMA, an Interreg 2 Seas project, aims to develop new interventions for the management and treatment of dermal ulcers and related skin conditions, including stomas. Started in 2016, the DERMA project is funded by the European Interreg 2 Seas programme and co-financed by the European Regional Development Fund (ERDF). By addressing market and patient need, the project will deliver advanced new technologies ready for exploitation by industry to manufacture improved products for the treatment of patients. The main scientific objectives of DERMA are to design, develop and evaluate an odour-absorbing, antimicrobial wound dressing and a dressing with diagnostic capability to indicate wound status. The project's partnes are organising a roundtable exchange during MedFIT.

www.derma2seas.eu

EIT-Health Canada & Europe workshops

EIT Health is the largest healthcare innovation community in the world, federating a consortium of more than 50 core partners and 90 associate partners from leading businesses, research centres and universities from across 14 EU countries. As part of its Accelerator activities, EIT Health provides

internationalisation support programmes for SMEs working in the MedTech, biotech and digital health sectors called GoGlobal. Since 2018, a GoGlobal activity is being run with Canada and provides a unique gateway to the main innovation hubs of the Montreal, Toronto and Vancouver regions.

The two conferences will deliver high level contents on access to market strategy and recommendations for start-ups and SMEs willing to investigate in Canada or Europe, give valuable insights into the innovative trends, initiatives and ecosystems across Canada and Europe, and be a great opportunity to network, share experience and meet key stakeholders that can help SMEs in their long-term development plan towards these two markets.

www.eithealth.eu/goglobal

GHT (Regional Hospital Consortium) business convention – Purchase & experimentation

For the 3rd edition of MedFIT, Clubster Santé, in partnership with Eurasanté, is organising an event where the hospital buyers from the Hauts-de-France region, the start-ups supported by Eurasanté, and the member companies of the Clubster Santé network will meet. For the hospital buyers, these meetings are an opportunity to answer the problems of their daily lives and bring innovation into their services. For the start-ups, this is a privileged moment to experiment their concept within an establishment and/or to prospect for an upcoming commercialisation, and thus forge new partnerships.

www.clubstersante.com

Imode

IMODE is organising its third annual convention during MedFIT. IMODE is a collaborative research project for multicomponent pharmaceutical products (co-amorphous and co-crystals) and medical devices that are loaded with bioactive molecules. Started in 2016, the IMODE project is funded by the European Interreg 2 Seas programme and co-financed by the European Regional Development Fund (ERDF). The project's overall objective is to bring together the specific transdisciplinary skills and experiences of partners (academic research groups, development agencies, SMEs) in order to provide the 2 Seas Area with strategic advantages for innovative pharmaceutical and medical applications. The IMODE project is motivated by an unmet need to develop solutions to addressing societal challenges to improve healthcare and provide novel and effective medication for various cardiovascular or gastro-intestinal conditions that lack or have inadequate treatment, all while keeping medical costs low.

www.project-imode.eu

Mat(t)isse

Started in 2018, the Mat(t)isse project is funded by the European Interreg France-Wallonie-Vlaanderen programme and co-financed by the European Regional Development Fund (ERDF). The main surgical intervention to cure breast cancer today is mastectomy (73%) which remains a complicated intervention, often leading to a loss of self-esteem, sexual issues as well as a need for body acceptance. Only 20% of these women benefit from a breast reconstruction, either with silicone implants or transplants of tissues, requiring several interventions and presenting clinical risks and hurdles. Mat(t)isse project aims to address these clinical challenges by developing, with the support of a multidisciplinary partnership across France and Belgium, a brand new solution for breast reconstruction. The innovation will consist of a 3D-printed bioresorbable and textile matrix to facilitate the transplant of tissues, as well as to guide the breast reconstruction process. This breakthrough

innovation opens the way for a personalised and safer breast reconstruction, in a single intervention. MedFIT host the first workshop of this European project on June 26th.

www.mattisse-project.eu

Peer2Scale-Health

Peer2scale-Health, funded bν **HORIZON** 2020 and co-financed the European Regional Development Fund (ERDF), is a peer-learning action between four regional health agencies acting as clusters. Eurasanté (France, lead partner), BioM (Deutschland), Biocat (Spain) and Lifetech Brussels (Belgium) support services to their network of health SMEs. Peer2Scale-Health is focusing on actions to assess the quality of the partners' services to health entrepreneurs (and young SMEs), the way they deliver these, and how to improve them or design new and common innovation support services. The project's objective is then to have a peer-learning action on how to raise "entrepreneurship skills" in health entrepreneurs and prepare them for their scale-up process. Peer2Scale-Health is organising its first meeting during MedFIT during a morning conference on June 26th: "How to raise entrepreneurship skills in health entrepreneurs?"

www.lille.eurasante.com/european-project/peer2scale-health/

SmartHealth

Started in 2018, the SmartHealth project is funded by the European Interreg France Channel England programme and co-financed by the European Regional Development Fund (ERDF). SmartHealth is a 2-year cross-border project dedicated to cooperation and collaboration between start-ups and care institutions. Care institutions and start-ups are not well connected but it seems that on both sides needs and solutions could be proposed to better take care of our Health institutions. The model of a contest between startups answering a challenge and hospitals/care institutions proposing a contest is one of the ways to boost collaboration and promote innovation for care institutions. The Award Ceremony will take place on June 26th, during MedFIT.

www.lille.eurasante.com/european-project/smarthealth/

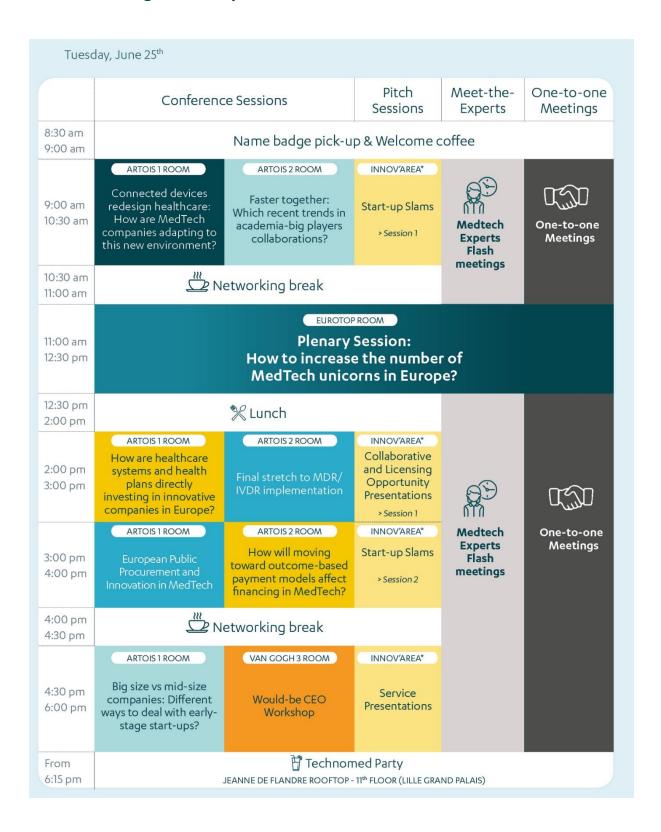
SMMiL-E / Yncréa

SMMIL-E and Yncréa are organising a workshop on Digital and Micro systems for LifeTECH during MeDFIT on June 25th, 2019 afternoon on the following topics:

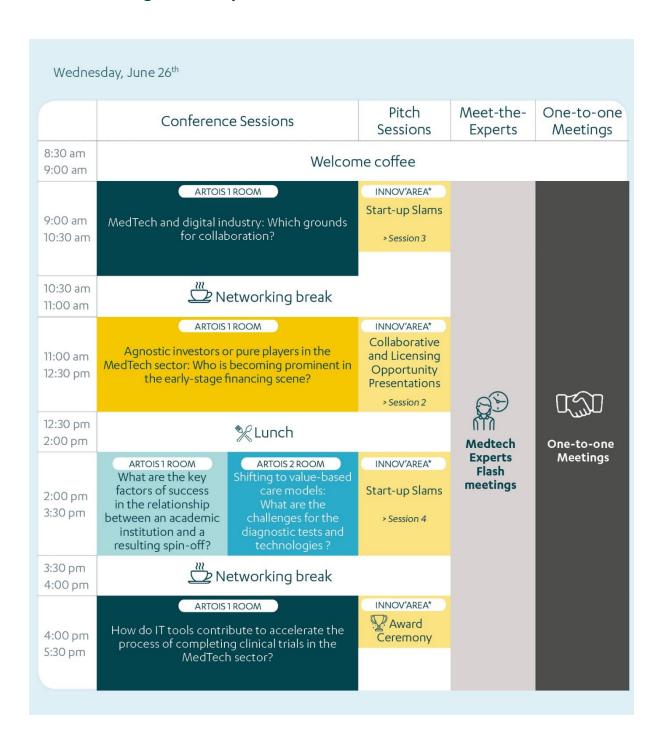
- Advanced microsystems for liquid biopsy
- Engineering nanointerfaces to regulate cell fate
- Photo-ablation of vitreous opacities by laser-induced vapour nanobubbles
- Health-EU flagship initiative to revolutionize health care through engineering and biomedicine fusion (tentative)
- Heat-based transdermal drug delivery concepts
- Innovative technologies for the screening of anti-cancer drugs: emergence of pathophysiologically-relevant systems
- Innovative monitoring device for the prevention of perinatal asphyxia: the PrevAP Project

www.medfit-event.com/smmil-e-yncrea

MedFIT 2019 agenda – Day one



MedFIT 2019 agenda – Day two



Organisers



Eurasanté is an incubator, a technology transfer tool and a cluster manager in the biotech, medtech, nutrition and healthcare fields in Northern France. It assists French and foreign companies, entrepreneurs, scientists and clinicians with their innovations and development projects.

The regional network includes over 1,000 companies working in Life Sciences and Healthcare. The Health field in the Hauts-de-France region has a total of 30,800 employees. Eurasanté also promotes the Eurasanté Bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories. Eurasanté also organises four international healthcare-related partnering events intended to increase and improve interaction between academia and industry: BioFIT, NutrEvent, MedFIT and AgeingFit.



The Nutrition Health Longevity (NHL) Cluster is a dynamic network at the intersection of health, biotechnology and nutrition. The NHL Cluster aims to connect academia and industry partners around R&D projects. It focuses on the prevention and treatment of lifestyle-related diseases, such as metabolic and cardiovascular pathologies, neurodegenerative diseases

and inflammatory bowel diseases. 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.



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.



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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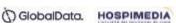










































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