

SACHS
ASSOCIATES

7TH ANNUAL

**HEALTHTECH
INVESTMENT
FORUM**

COVERING AI/DIGITAL HEALTH, MEDTECH & DEVICES

24TH SEPTEMBER 2019
CONGRESS CENTER BASEL
SWITZERLAND

CONFERENCE GUIDE

www.sachsforum.com

SACHS ASSOCIATES ARE DELIGHTED TO WELCOME YOU TO THE:

7TH ANNUAL HEALTHTECH INVESTMENT FORUM

**24TH SEPTEMBER 2019
CONGRESS CENTER BASEL
SWITZERLAND**

Following the success of previous years, the forum once again provides access to an exciting cross-section of venture-funded and small-cap companies with leading investors and pharmas.

The programme is designed to highlight the latest industry developments and showcase emerging and innovative technology companies seeking finance and partnerships. The delegates are comprised of Healthcare, MedTech, Healthcare IT and AI/Digital Health companies as well as consultants, bankers and corporate & financial investors.

GENERAL INFORMATION

The registration desk will be open from 7.30 am on September 24th, although you are welcome to join the event at any time. Please collect a copy of the agenda for the information on timing and room allocation for each session.

Networking at the summit is facilitated by our online One-2-One meeting system, which is available to all participants. The One-2-One meetings are being held in room Shanghai. Please bring with you a copy of your diary. Should you have any queries about your schedule, the Sachs team situated by the meeting tables is available for your assistance.

Wireless internet connection is available throughout the venue for the duration of the event. Please ask for an access code at the registration desk.

There will be networking lunch, reception, and coffee stations set up in the rooms throughout the event.

REQUEST FOR PRESENTATIONS

For the regular updates, sponsorship, presenting and attending opportunities and further information regarding any of our future events, please contact Silvia Kar on Silvia@sachsforum.com.

Please note that we DO NOT have copies of the slides that are shown during the conference.

EVENTS DIARY**3RD ANNUAL
NEUROSCIENCE INNOVATION FORUM**12TH JANUARY 2020 • MARINES' MEMORIAL CLUB • SAN FRANCISCO • USA

Building on the success of our 2nd Annual Neuroscience Innovation Forum we are pleased to announce the 3rd Annual Neuroscience Innovation Forum that will take place at Marines' Memorial Club on the 12th of January 2020, a day before the JP Morgan meeting. The target audience are buy and sell side analysts from investment banks and funds and partnering executives from pharma and medtech/digital health companies. We anticipate around 200 delegates and 30+ company presentations by established and emerging companies.

EUROPEAN HEALTHTECH CEO FORUM18TH FEBRUARY 2020 • HILTON ZURICH AIRPORT HOTEL • ZURICH • SWITZERLAND

Following the success of the HealthTech forum in Basel, we are happy to announce the European HealthTech CEO Forum, which will take place on the 18th of February at Hilton Zurich Airport Hotel, just a day before our European Life Sciences CEO Forum. We anticipate over 200 delegates, covering innovation in the digital health and medtech and devices sectors. The programme will feature topical keynotes and panels with industry leaders and over 20 corporate presentations by public, private and growth companies, and 20+ pitches by seed companies.

**13TH ANNUAL
EUROPEAN LIFE SCIENCES CEO FORUM**19TH - 20TH FEBRUARY 2020 • HILTON ZURICH AIRPORT HOTEL • ZURICH • SWITZERLAND

Back for its 13th annual edition, this global bio-pharma industry forum addresses through its conference programme the main challenges for 2020 in investment, partnering and alliance management. Key players contribute their insights in panels which cover the macro picture as well as innovation in the different therapeutic sectors. The forum also features keynote speeches by KOL, about 60 selected corporate presentations from established (public and private) and emerging biotechs seeking to promote investment and partnering opportunities.

**6TH ANNUAL
IMMUNO-ONCOLOGY BD&L AND INVESTMENT FORUM**29TH MAY 2020 • WALDORF ASTORIA CHICAGO HOTEL • CHICAGO • USA

Taking place on the first day of ASCO, the 6th Annual Immuno-Oncology BD&L and Investment Forum is designed to bring together thought leaders from cancer research institutes, patient advocacy groups, pharma and biotech to facilitate partnering, funding and investment. The event will focus on biotech partnering and investment giving you an excellent opportunity to network with executives from top pharma, biotech companies, and investors. We expect around 250 delegates and about 30 presentations by listed and private biotechnology companies seeking licensing & investment.

EVENTS DIARY**20TH ANNUAL
BIOTECH IN EUROPE FORUM**23RD - 24TH SEPTEMBER 2020 • CONGRESS CENTER BASEL • SWITZERLAND

The 20th Annual Biotech in Europe Forum is recognised as the leading international stage for those interested in investing and partnering in the biotech and life science industry. This highly transactional event draws together an exciting cross-section of early-stage/pre-IPO, late-stage and public companies with leading investors, analysts, money managers and pharma licensing executives. Supported and designed by leading figures within Europe's pharmaceutical and biotech industry, this event will once again be covered by our regular media partners. We expect over 700 delegates and over 100 presenting companies, and 30+ pitches by seed companies.

The programme will feature a number of plenary panels/workshops covering BD & Licensing in the main therapeutic areas.

ONLINE ONE-2-ONE MEETING SYSTEM AVAILABLE AT ALL SACHS EVENTS

In order to offer the best possible provision for networking opportunities and dealmaking Sachs Associates provides delegates access to our online One-2-One meeting system, allowing you to set up, accept or decline private One-2-One meetings with other conference attendees. These meetings last for 20 minutes in duration. Individual passwords and logins are provided to allow immediate access and ensure full security.

**Insilico Medicine, Inc.****ALEX ZHAVORONKOV**
Chief Executive Officer

Dr. Alex Zhavoronkov is the founder and CEO of InSilico Medicine, a global leader in the next-generation artificial intelligence technologies for drug discovery, biomarker development, and aging research. At InSilico, he pioneered the applications of generative adversarial networks and reinforcement learning techniques for generating the novel molecular structures with the desired properties and generation of synthetic biological and patient data. His group was the first to develop the deep-learned multi-modal predictors of age for drug discovery and biomarker development. He set up the R&D centers in 6 countries, including the United Kingdom, Korea, Russia, Hong Kong SAR, and Taiwan ROC.

Prior to founding InSilico Medicine, Dr. Zhavoronkov worked in senior roles at ATI Technologies (acquired by AMD in 2006), NeuroG Neuroinformatics, and YLabs.AI and established the AgeNet.net competitions and Diversity.AI initiatives. He is co-founder and CSO of the Biogerontology Research Foundation (BGRF), a registered UK charity focusing on age-related diseases.

Since 2012, Dr. Zhavoronkov published over 120 peer-reviewed research papers and 2 books, including "The Ageless Generation: How Biomedical Advances Will Transform the Global Economy" (Palgrave Macmillan, 2013). From 2014 to 2018, he presented at over 200 academic and industry conferences.

Dr. Zhavoronkov serves on the editorial boards of some of the highest-impact journals in the field, including Aging, Aging Research Reviews, Frontiers in Genetics of Aging, Trends in Molecular Medicine, and chairs the Annual Aging Research for Drug Discovery Forum (6th annual in 2019) at the Basel Life. Dr. Zhavoronkov holds two bachelor degrees from Queen's University, a master's in Biotechnology from Johns Hopkins University, and a PhD in Physics and Mathematics from Moscow State University. He is the adjunct professor of artificial intelligence at the Buck Institute for Research on Aging.

**Exscientia Ltd.****ANDREW HOPKINS**
Chief Executive Officer

Andrew is one of the most distinguished and cited scientists in modern drug discovery globally. Through his role as a founder and CEO of Exscientia, he has invented and championed an automated and algorithmic approach to drug design with the use of AI. Before founding Exscientia, he spent 14 years in Pfizer and academia where he pioneered cutting edge informatics projects and the use of data mining and machine learning in the pharmaceutical industry. His seminal papers, published in the Nature journals, are widely considered as a pivotal points in the new paradigm of modern drug discovery. He holds a doctorate degree in molecular biophysics from the University of Oxford.

**New Harbor Venture Partners, LLC****BEAT MERZ**
Managing Director

Dr. Beat Merz has 18 years of experience in venture and growth-stage investments in medical devices, including management and leadership of over \$150 million in equity financing. Beat is a director of AO-Invest, a fund specifically investing in the fields of trauma, orthopedics and spine, and a Managing Director for New Harbor Venture Partners (NHVP). Before joining NHVP, he was a managing director in charge of European equity at Rockport Venture Partners. Beat was also previously a partner with Ares Life Sciences and was responsible for venture and private equity investment management as an investment adviser of HBM Partners. Prior to joining HBM Partners, he was a managing director at NMT New Medical Technologies, where he provided capital, professional advisory services and start-up support for early-stage medical device companies.

Throughout his career, Beat has directed investments in US, European and Israeli-domiciled companies as well as provided board supervision for many of them. He currently serves or has served on the board of directors of AO Invest, Micrus Endovascular (acquired by JNJ), Thom-men Medical (acquired by private investors), Asthmatx (acquired by BSX), Precimed (acquired by Greatbach), Devax (acquired by BioSensors), BioControl Medical, Southeastern Technologies (acquired by Autocam Medical), Mininavident and Augmedics Ltd.

Beat holds a PhD in Biomechanics from ETH Zurich, Switzerland and an MBA from the University of Strathclyde, Glasgow, UK

**Medtronic Plc.****DAN GILBERTSON**

Corporate Development Consultant

As part of the Medtronic Europe, Middle East, and Africa (EMEA) region's Business Development and Strategy group, Dan is focused on investment and collaboration opportunities across all Medtronic businesses in the region. Dan's particular areas of interest include Medtronic's cardiovascular business, service and solution businesses, and digital health. Dan is based at Medtronic's European headquarters in Tolochenaz, Switzerland. He has been in this role for over 5 years, which was preceded by a similar role focused on Medtronic's Neuromodulation business. Dan has a bachelor's degree in Economics from St. John's University (Minnesota, USA) and an MBA from the Carlson School of Management at the University of Minnesota (USA).

**Merck KGaA****DAVID BRAUN**

Head of Connected Health & Devices Solutions

David Braun is Global Head of Connected Health & Device Solutions for Merck Healthcare. David is an executive leader that has 20 years of experience in R&D, operations, strategy and business management working in Europe, USA and Asia, in startups and large multinational companies. Through his career David gained significant experience designing winning organizations, leading and coaching cross functional teams bringing innovative products from ideation to launch. David is also a Board director in startups.

Before joining Merck, David served as Head of Operations and Global R&D of the Technology Business unit at Newell Brands, a Fortune 500 company, where he led key growth initiatives and multimillion dollar projects.

Prior to that, he worked as Vice President of R&D and Operations at Biosafe SA a medical device company acquired by GE, developing and launching products in the field of stem cell banking and cellular therapies. Previously, David also held various senior management and engineering roles in the aerospace and high tech industry.

David holds a Master degree in applied physics from the Louis Pasteur University and a Degree in Electro-Optical Engineering from the Jerusalem College of Technology. He has participated in Executive leadership and general management programs at the Harvard Business School and IMD.

**InnoSphere****EHAB SHAKOUR**

Chief Technology Officer

Co-founder and Chief Technology Officer at Innosphere. Medical device specialist with exposure to a wide range of technologies.

Patent Attorney and Electrical Engineer with hands-on business experience. Served in key positions at Intel and Qualcomm developing computer architecture and algorithms.

**Johnson & Johnson Innovation****IMRAN HAMID**

Senior Director, New Ventures & Transactions

Imran Hamid is Senior Director of New Ventures and Transactions for Medical Devices at Johnson & Johnson Innovation. He leads the identification and sourcing of early stage transformative innovation, and the subsequent shaping and execution of transaction opportunities across Johnson & Johnson's medical device businesses.

Imran is a former Trauma & Orthopaedic surgeon, digital health entrepreneur, and has served as a strategic advisor to several pharmaceutical, medical device and private equity companies. Imran has a broad range of deal experience including start-up and corporate fundraising, licensing, and M&A transactions, spanning pre-revenue, growth stage and mature assets.

Imran received his medical degree from Imperial College London, where he graduated with joint honours from the Imperial College Business School and is a member of the Royal College of Surgeons. He is committed to using his experiences to advance surgical innovation, improve clinical outcomes and deliver higher quality care for patients.

**J.P. Morgan****JOHN PISSANOS**

Executive Director - Healthcare Investment Banking

Executive Director in the London-with primary focus on Life Science Tools & Digital Health.

Having joined from the Diversified Industrials team.

John holds an MBA from London Business School (2012) with focus in Finance & Private Equity and a BSc in Mechanical Engineering from The Georgia Institute of Technology (2003)

**Industrifonden****JONAS JENDI**

Investment Manager

Jonas Jendi is an investment manager at Nordic VC Industrifonden (Stockholm), focused on the life science sector. Industrifonden is one of the largest VC funds in the Nordics, focusing on both tech and life science. The €500m evergreen fund invests in early-stage ventures.

The Industrifonden life science team currently has a portfolio of 14 companies, from medtech to biotech, both private and publicly traded. Jonas joined Industrifonden in May 2017, bringing onboard recent experience as an independent board member, angel investor and equity analyst.

Between 2001 and 2010, Jonas was CEO at Cogmed, a start-up in the field of evidence-based cognitive training (clinically validated software), based in Stockholm and later in the US. Jonas took the company from the research phase at Karolinska Institute in 2001 to acquisition by Pearson in 2010, then managing the Cogmed integration into Pearson. His background also includes strategy work with The Boston Consulting Group.

**Aiforia Technologies Oy****KAISA HELMINEN**
Chief Executive Officer

Kaisa Helminen is the CEO of Aiforia Technologies. She has a strong background in the life science industry where she has gained 20 years of experience in the global business. Previously she has worked for both large and midsize international life science companies, including Thermo Fisher Scientific, Sartorius and Finnzymes, in commercial roles. Since 2014 she has led Aiforia Technologies (former Fimmic), a medical AI software company having roots at the University of Helsinki. Aiforia®Cloud revolutionizes image-based diagnostics, especially in the field of pathology, by bringing deep learning AI to the hands of medical experts to improve the accuracy and efficiency of the analysis. As a result, experts can improve their decision-making workflow and patients get better, faster and more personalized healthcare. Kaisa holds a M.Sc. degree in biochemistry from the University of Helsinki.

**Medical Valley Ventures Management GmbH****KARSTEN VIETH**
Managing Director

The Munich economist has more than 20 years of experience in the healthcare market and the finance business.

As consultant he co-founded/-headed the financial-service-division of Roland Berger Strategy consultants, working for European investment banks, health insurers and clinics.

As Director with Munich Re and Allianz, he founded and managed various independent healthcare subsidiaries with some hundred employees.

Today he is healthcare-investor, became member of the Medical Valley incubator ecosystem and founded/managed the VC Medical Valley Ventures for this organization.

**Peppermint VenturePartners GmbH****KLAUS STÖCKEMANN**
Co-Founder & Managing Partner

Klaus Stoeckemann is a co-founder and Managing Partner of Peppermint VenturePartners managing the Peppermint Charité Biomedical Fund (CBF I) and the Helmholtz Validation Fund. He has more than 28 years of experience in the international healthcare industry. Starting in the pharmaceutical industry in 1992 he worked in different leading positions at Schering AG (now Bayer) and Asta Medica (Degussa). He moved into Venture Capital end of 1999 joining 3i where he became General Partner in the Healthcare team. He is responsible for more than 20 investments and several exits, examples include the IPO's of Epigenomics and Jerini and trade-sales of Amaxa and Elbion. He currently is chairman of the boards of the digital health companies Emperra and Caterna and Vice Chairman of Implandata as well board member of Humedics, all portfolio companies of the CBF I. As mentor for different accelerators he assists to build the Start-Up and Venture Capital ecosystem in Germany. Klaus holds a PhD in Biology and Pharmacology from the University of Mainz as well as a MBA from WHU / Kellogg Northwestern University in the US.

**EIT Health e.V.****KURT HÖLLER**

Director of Business Creation

Since December 2015, Kurt is Director of Business Creation at EIT Health. He is leading the EIT Health Accelerator supporting more than 500 startups with close access to all leading players in health industry and a budget of more than 15mio€ per year. Within Innolife, the preparation consortium of EIT Health, Kurt was part of the Executive Committee as a spokesperson for all German academic partners.

From 2009 to 2015, Kurt has been the managing director of the Central Institute of Healthcare Engineering (ZIMT) at Friedrich-Alexander-University (FAU). Since then he has gone on to found and direct several other companies: CiNNAMED GmbH (2013, CEO and co-founder), Portables GmbH (2014, CFO and co-founder), and HOELLER ELECTRONIC GmbH (CEO in 2015). Since May 2015 he has been a member of the city council in Erlangen and member of the supervisory board of ESTW AG.

After attaining his Diploma of Electrical Engineering at Friedrich-Alexander-University (FAU), he gained his Doctorate at FAU with research stays at (TUM), and Johns Hopkins University (JHU), USA. His research activities focused heavily on health innovation, with his thesis on "Novel Techniques for Spatial Orientation in Natural Orifice Translumenal Endoscopic Surgery (NOTES)". He has published 24 journal articles and conference papers. Kurt went on to earn an MBA with focus on Entrepreneurship at Deggendorf Institute of Technology (THD) with a research stay at Santa Clara University in the Silicon Valley.

**Earlybird Venture Capital****LIONEL CARNOT**

Partner

Lionel is a Partner with Earlybird Venture Capital and a Managing Director with Bay City Capital. Lionel contributes a wealth of know-how in the biotechnology, medtech, diagnostic, R&D tools and service fields.

Prior to joining The Pritzker Organization in 2000, Lionel was a principal at Oracle Partners, a healthcare hedge fund. He also held several positions in the industry, including Product Manager at Eli Lilly as well as several sales and marketing positions at Sanofi. Lionel was also a strategy and management consultant to the healthcare industry while at Booz Allen & Hamilton and Accenture Strategic Services. Lionel's investment activities focus on medical-device companies, biotechnology, as well as diagnostic and specialty pharmaceuticals.

Lionel is a member of the Board of Directors of iQone Healthcare and Oculis SA and an observer on the board of Atlantic Therapeutics. Previously he had board roles with Madrigal Pharmaceuticals (NASDAQ: MDGL), Reliant Pharmaceuticals, Merus N.V. (NASDAQ: MRUS), Pathway Diagnostics, BioSeek, Nexus Dx, and Nabsys.

Lionel holds an MBA with Distinction from INSEAD and an M.Sc. in Molecular Biology from the University of Geneva.

**Pixium Vision****LLOYD DIAMOND**

Chief Executive Officer

Lloyd Diamond, a US citizen, is a seasoned medtech executive and CEO with 25 years of disruptive technology commercialization experience in the life science industry. He most recently served as the CEO of Precise Light Surgical, a commercially ready medical device company in Silicon Valley. Prior to that, he was the CEO of Bonesupport AB, a European orthobiologic company, where he drove rapid market penetration in Europe and the US which led to a successful IPO on the NASDAQ OMX in Stockholm. Lloyd has first-hand experience in the ophthalmology segment as he was responsible for managing Lumenis' global surgical and vision franchises. He has commercialized many other disruptive technology platforms including at Kyphon and Laserscope. Lloyd received a dual degree in Biochemistry and Marketing from Florida Atlantic University and an MBA from the Thunderbird School of Global Management at Arizona State University.

**WISE S.r.l.****LUCA RAVAGNAN**

Co-Founder, Board Member & CEO

Luca Ravagnan is the CEO and co-founder of WISE Srl (www.wiseneuro.com).

He holds a PhD in Physics (2005 - University of Milan) and an MBA (2018 - SDA Bocconi).

He has long-term experience in basic and applied research in the field of nanotechnology. He developed and patented the innovative technology on which the activity of WISE is based.

Since 2011 he received numerous Italian and international innovation awards, among them the "TR35-Joung Italian Innovators Award 2011", the "Start Cup Milano Lombardia Award 2011", the "Sapio Prize for the Italian Research 2012", the "Up Start Paolo Traci Award 2013", the "Bocconi Start-up Day Award 2015" and the "Medtech Innovation Challenge Award 2017" by Assobiomedica.

Since 2019 he is member of the Management Board of the Lombardy's Life Sciences Cluster.

**Antagonis Biotherapeutics GmbH,
former Principal of Venture Investments, JJDC****MACIEK DROZDZ**

Co-Founder

Maciek Drozd PhD, MBA has spent over 10 years working in the Venture Capital and biotech industry. He is a co-founder and served as a CEO of Antagonis Biotherapeutics, an immunoncology company in Graz, Austria before joining JJDC, the Venture Capital arm of Johnson and Johnson. Previously he was investment manager at Entrepreneurs Fund LLP, investment director at MCI Bioventures and an analyst at Atlas Venture. Maciek has served on a number of boards of private and public companies across several countries.

Maciek received his Master's Degree in molecular biology from the Adam Mickiewicz University in Poznan, Poland followed by a Doctorate at the University of Heidelberg in Germany. He has also worked as a Postdoc at the Friedrich Miescher Institute in Basel, Switzerland. Maciek holds an MBA degree from the Said Business School in Oxford. He lectured a course in "Innovation in Biotechnology" at Adam Mickiewicz University.

**MTIP AG****MARC DIETRICH**

Investment Manager

Marc Dietrich completed his Master of Medicine and earned his Medical Doctors Degree at the University of Basel. After receiving his Swiss federal medical diploma, he worked as a physician in internal medicine, on the emergency department and on the intensive care unit, where he gained experience in various medical subspecialties.

Currently, Mr. Dietrich is working at MTIP, a Swiss-based healthcare investor, while simultaneously completing his postgraduate Diploma of Advanced studies in Pharmaceutical Medicine, Medicines Development, and Healthcare Business Environment.

**Capricorn Partners NV****MARC LAMBRECHTS**

Senior Investment Manager

Marc Lambrechts is Senior Investment Manager at Capricorn Venture Partners NV (www.capricorn.be) and investing out of the Capricorn Digital Growth Fund with a focus on data driven companies including digital healthcare and connected medtech. Marc serves on the board of FEops, Bluebee, Indigo Diabetes, Sensolus, Arkite and Leuven.Inc and was in charge of the successful investments in e.g. Enfocus, FillFactory and Punch Powertrain.

Prior to joining Capricorn Venture Partners worked at IWT, now Vlaio and in the R&D lab of Terumo Europe NV.

**mindcoa.ch GmbH****MIKE BEER**

Chief Executive Officer

Michael Beer was born in Vienna, where psychotherapy was invented. After many years in different global sales and marketing management roles including working for IBM, he started mindcoa.ch in 2017 to provide mental help for the masses, because an EU study stated that 95% of the people who need mental help do not receive it and the 5% who do get it 5 to 10 years too late. In addition to his technical and business background, Michael loves to turn visions into reality according to his personal motto "if you can dream it, you can do it."

**Bayer G4A****OLIVER GASSNER**

Head Digital Health Intelligence | EMEA

Oliver is part of Bayers G4A Digital Health team and drives intelligence, strategy, and new business development across EMEA.

As healthcare intrapreneur, innovation program manager, and strategy consultant, he contributes 10+ years experience in health-related product and service innovation, strategic transformation, and startup partnering/investment.

He has a demonstrated track record of conceptualizing and launching new (digital) solutions and ventures in the healthcare space, leveraging his hands-on expertise in human-centered design and co-creation with patients.

Current focus areas include #DigitalTherapeutics, #ClinicalDecisionSupport, #Non-Invasive Monitoring, #Real-World-Data, #PrecisionMedicine, #DigitalBiomarkers, and #AI in healthcare.

His academic background includes a global MBA in San Francisco, Shanghai and London, as well as a Masters in Molecular Biology, Bioinformatics and Entrepreneurship.

**IBM Watson Health****PETER CUIJPERS**

Business Development Manager

Peter is Business Development Manager EMEA of IBM Watson Health where his focus is on "AI in Healthcare". Prior he covered several other leadership roles in the Healthcare and Life Sciences industry for IBM, previously as Alliances Leader, where he successfully managed IBM's Healthcare Ecosystem programs and activities across Europe. He serves as an active member in several industry and stakeholder organisations, think-tanks and platforms. His latest publications included white-papers about Making Sense of Big Data in Healthcare and a review of Blockchain potential in Healthcare. Being a passionate for this industry, he founded and serves on the board of a physiotherapy and back-rehabilitation center.

**Wellington Partners****RAINER STROHMENGER**

Managing Partner

Dr. Strohmenger joined Wellington in 1997 and became a Partner in 2000, with responsibility for the Life Science portfolio. During his 22 years in venture capital, he has been responsible for the financing of more than 20 portfolio companies, 6 of which were taken public (including Actelion and Oxford Immunotec), and 8 companies were successfully exited through trade sales (incl. MTM Laboratories acquired by Roche, Definiens acquired by AstraZeneca and invendo medical acquired by Ambu). Prior to joining Wellington, Dr. Strohmenger was involved in research work in the fields of cardiovascular physiology and health economics. He holds a Doctor of Medicine and a Master of Economics degree from Ludwig-Maximilians-University, Munich (Germany), and was trained at the Entrepreneurship Center of MIT, Boston (USA). Dr. Strohmenger is a Member of the Venture Capital Council at InvestEurope and a Member of the Senate of the German Association of Small and Medium-sized Businesses (BVMW).

**Olympus Europa SE & Co.****RUPERT WINCKLER**

Head of EMEA New Business Development

Based in Hamburg, Germany, Rupert leads business development activities for Olympus in the EMEA region. His team is responsible for sourcing and executing transactions for the Medical Systems Division covering investments, partnerships, acquisitions and other transactions.

Prior to joining Olympus in 2017, Rupert led the European Healthcare Investment Banking team at Canaccord Genuity in London. Before this, he was a senior banker at Piper Jaffray, where he worked for ten years, as well as ING Barings, advising clients on a number of cross-border public and private M&A in the life sciences sector. He began his career in life science consulting. Rupert holds a Masters degree in Biochemistry from the University of Oxford as well as additional qualifications in Finance.

**Zebra Medical Vision Ltd.****SHIRI SALOMON**

Vice President Product

Shiri Salomon is the VP product for Zebra Medical Vision, where she is leading the conceptualization, development, and execution of global strategic products. Her focus is on creating products that will have a profound impact on health care and patients live by teaching computers to read and diagnose medical imaging scans, at scale.

Before joining Zebra Medical Vision, she held senior roles of strategic product marketing in global medical device and pharmaceutical companies. In her last position, at Lumenis, a global leader in the field of minimally-invasive clinical solutions for the Surgical, Ophthalmology & Aesthetic markets, She led the women's health segment where she orchestrated the cross-product vision and ensuring a world-class product experience that delivers unique value for customers

She holds a Ph.D. in Neuroscience and an MBA from the Hebrew University, which proved to be the perfect training ground, for the skills of strategic product leader in the medical industry.

Shiri brings a deep understanding of the market insights, strong customer focus, and focus on continuous improvement of the user experience.

**Pfizer, Inc.****TAMARA MANSFELD**

Global Innovation Lead

Tamara and her team are responsible for monitoring the external environment, identifying and sourcing digital innovation into Pfizer and accelerating new digital health capabilities to create long-term impactful disruptions across Pfizer.

Prior to her current role, Tamara served as the External R&D and Worldwide Innovation Liaison for Pfizer in Israel identifying potential partners in digital health and R&D.

Between 2004 and 2015, Tamara served as Senior Advisor in R&D Finance, and worked in the Portfolio & Decision Analysis team, helping Pfizer maximize the value of its R&D portfolio. Tamara has led several teams across the company, including: Biosimilars Portfolio, Japan Development Portfolio, asset co-developments with external partners, and a number of licensing and M&A projects.

Before joining Pfizer Tamara worked in management consulting and graduated from the Johnson Business School at Cornell University in 2004.

In her spare time, Tamara enjoys working out, volunteering in her community and spending time with her husband and three kids.

**GrowthCube Partners LLC****ULRICH MÜHLNER**

Founder & Managing Director

Ulrich Mühlner is a senior healthcare executive with 18 years of industry experience. In 2016, he started GrowthCube Partners and became an active startup investor and entrepreneur to enable life-changing healthcare innovations by joining forces with scientists, innovators, and entrepreneurs, and - together - translating groundbreaking ideas, discoveries, and inventions into services and products that make a real difference to people's lives. Dr Mühlner is particularly passionate about radically transforming the pharma industry through Big Data, Artificial Intelligence, and Deep Learning. In addition, Dr Mühlner is the CEO, Chairman and Co-Founder of docdok.health Ltd, a recently founded company with the mission to transform the quality, delivery and experience of medical care for both doctors and patients through its innovative cloud-based connected personalised health communication platform. He also serves globally as board member and advisor to biopharma and digital health/health tech companies (e.g., E-Medicus, Insilico Medicine, EpiDestiny, Medicinisto), as well as international organisations and leading academic institutions. Previously, Dr Mühlner worked at Novartis and The Boston Consulting Group (BCG). At Novartis he served as Director and Head Global Corporate Strategy, Global Head Outcomes Technologies Incubator. In these roles, he was responsible for the multi-billion dollar portfolio transformation strategy and spearheaded globally the digital health activities across Novartis leading to major digital health partnerships (Google/Verily, IBM, Proteus) with the aim to increase the value of the Novartis portfolio through 'beyond-the-drug' real-world outcomes solutions. In total, Dr Mühlner successfully executed deals with a volume of \$350mn. Dr Mühlner studied Biochemistry in Hannover and Munich, and earned a PhD degree in Biochemistry and Molecular Biology based on his research on molecular mechanisms of cancer development at the Research Institute of Molecular Pathology (I.M.P.) in Vienna.

**CytoReason****YUVAL KALUGNY**

Co-Founder & VP of Engineering

Expert in translation of science into software

Last Position: Cato Networks

Prior experience: Building technological solutions based on research for startups.

Education: CS/Math/Physics, Hebrew U. (Talpiot)

**Company Address**

Sécheron 15
Geneva, 1202
Switzerland

Company Website

www.abcdx.ch

Contact Email

sebastien.iva@abcdx.ch

Phone

+41 22 545 12 89

Company Type

Seed

Company Sector

Diagnostics
Medical Devices

Years Founded

2014

ABCDx SA

PRESENTER

Sébastien Iva, COO

COMPANY DESCRIPTION

ABCDx, a spin-off company from the University of Geneva and VIHR of Barcelona has developed the first diagnostic tool to detect traumatic brain injuries. The first product TBICheck™ is now available and CE marked. Additional products are in the pipeline in the detection of stroke origin, allowing earlier patient treatment and better outcomes.

MANAGEMENT TEAM

Sébastien Iva (COO), a well experienced senior executive in the field of Pharmaceutical and MedTech industry, is in charge of the company strategy execution and preparing the company for the Series A and beyond, together with Alberto Schena (CTO) who has a strong background in the medical devices industry to set the best standards for the quality and technology for the company.

FINANCIAL SUMMARY

Seed rounds completed, in the Series A process

PRODUCT #1 NAME

TBICheck

Product #1 Description

Point-of-care test helping Healthcare Professionals for triage of patients suffering from mild Traumatic Brain Injuries patients.

PRODUCT #2 NAME

StrokeCheck

Product #2 Description

Point-of-care test helping Healthcare Professionals in differentiating Ischemic vs. Haemorrhagic strokes

PRODUCT #3 NAME

CompliCheck

Product #3 Description

Point-of-care test helping Healthcare Professionals in identifying risk of infection in post-brain injured patients

PIPELINE IMAGE

TBICheck™





Ably Medical AS

PRESENTER

Mr. Kjell-Are Furnes, Founder & CEO

COMPANY DESCRIPTION

Ably Medical is a Norwegian medical technology company going global, with offices in Oslo, Aalesund, Munich and Toronto. Ably aims to be the preventive healthcare company, shifting the focus from treatment to prevention. By moving society towards preventive healthcare, we can avoid many of the healthcare issues facing society today. We find it essential to involve health personnel in the development process from the very beginning – codesigning future health solutions every step of the way. The first product developed by Ably is the Ably bed, a smart patient bed that will reduce nurse burden, pressure injuries and falls, all the while mobilizing the patient. The hospital bed, traditionally seen as something that inhibits mobility, has been redefined with the Ably bed, the design of which has been inspired by the human spine. The company consists of individuals with expertise in a broad range of subjects relevant to healthcare – industrial design, engineering, health economics and quality assurance. Combined, this expertise allows us to seek out disruptive solutions to longstanding healthcare problems.

MANAGEMENT TEAM

Kjell Are Furnes - CEO, Founder
Cato Bjørkli - CSO, Founder
Jørn Refsnæs - Head of Design and Founder
Arve Voldsund - CTO, Founder
Leila Yousif - Chief Quality Officer
Stig Jarle Pettersen - CFO

FINANCIAL SUMMARY

Ably Medical has been awarded 1.6M euros in grants and has raised 6.2M euros in equity. The company is currently looking for a 5.5M euro investment.

PRODUCT #1 NAME

Spring

Product #1 Description

Ably presents the next generation hospital bed: Spring, a holistic solution co-designed with hospitals in Norway, Germany and Canada, that simultaneously targets nurse burden, pressure injuries and falls, key issues in today's health sector that promise to become even more aggravated in the future given demographic changes.

Company Address

Snopenesvegen 37
Aalesund, 6017
Norway

Company Website

www.ablymed.com

Contact Email

ka@ablymed.com

Phone

+47 40455150

Company Type

Emerging

Company Sector

Medical Devices

Years Founded

2015



Advanced Osteotomy Tools

Company AddressWallstrasse 6
Basel, 4051
Switzerland**Company Website**

www.aot.swiss

Contact Email

info@aot.swiss

Phone

+41 61 201 10 10

Company Type

Private

Company Sector

Medical Devices

Years Founded

2010

Advanced Osteotomy Tools AG - AOT

PRESENTER

Mr. Cyrill Baetscher, CEO

COMPANY DESCRIPTION

Start-up and worldwide first company to build and certify a tactile, robotized, contactless laser osteotome - CARLO® (Cold Ablation Robot-guided Laser Osteotome) - using AI for laser control, providing a developer tool box for the CARLO® community to program indication- and process specific Apps for osteotomies thruout the body. CARLO® is enabling a complete digital workflow from pre-operative planning, to a mechanically and contact free osteotomy, to a post-op feed-back loop to improve the pre-operative planning. The osteotomies are patient specific, freely shaped, open porous bone cuts for quicker patient recovery.

MANAGEMENT TEAM

Cyrill Baetscher - CEO;
Daniel Kronberger - CFO;
Andreas Meschberger - CQO;
Alfredo Bruno - CSO;

FINANCIAL SUMMARY

undisclosed

PRODUCT #1 NAME**Universal Tissue Laser for real time tissue diagnostics. In development****Product #1 Description**

The UTL (Universal Tissue Laser) will allow to cut not only bone but all tissue. While cutting, it is analysing in real time the composition of the tissue (e.g. if it is cancerous or not).

PRODUCT #2 NAME**CARLOPlasty®. In development****Product #2 Description**

CARLOPlasty® "bone-glue". Activation is done by pressing bony fragments together for a few seconds - it resorbs in about 18 months. The functional cut of CARLO®, takes over most of the shear forces and the tensile strength of the glue is sufficient to omit metal plate osteosynthesis.



ADVITOS GmbH

PRESENTER

Mr. Bernhard Kreymann, CEO

COMPANY DESCRIPTION

ADVITOS GmbH is an ISO 13485 certified German MedTech company that has developed from idea to market approval and beyond the CE-marked and worldwide patented ADVOS technology (ADVanced Organ Support) - the only therapy worldwide offering multi organ support integrated in 1 single device. ADVOS improves survival of ICU patients from 10% up to 50% through combined extracorporeal removal of water-soluble (kidney), protein-bound (liver and kidney) toxins and CO₂ (lung), as well as stabilization of blood pH (Acidosis). The company has over 50 highly qualified employees covering in-house every aspect of a MedTech manufacturer: R&D, Production (machine and fluids), Supply Chain, Marketing & Sales, Customer Service, Clinical & Regulatory Affairs, QM & Administration. ADVITOS has about 20 customers in its home market Germany and prepares EU Expansion.

ADVITOS has received a seal of excellence from the EU in summer 2019 (EU Quality label for first-class innovation ideas worthy of investment)

MANAGEMENT TEAM

Bernhard Kreymann - CEO & Founder
Catherine Schreiber - Deputy CEO & CFO
Jan Metzner - Head of Marketing & Sales
Linde Volker Fischer - Head of Customer Service & Business Development
Frank Nöthel - CFO (starting in Sept. 2019)

FINANCIAL SUMMARY

Revenues 2018: €2.0m in Germany; 20 German University Hospitals as customers
Fundraising traction: €43.5m venture capital & €2.8m public grants
additional *€2.3m EU Grant SME Instrument confirmed (Aug 2019 "Seal of Excellence")
Shareholder structure: 85% private investors and founders
Funding request: €20m to speed up internationalization and product enhancement

PRODUCT #1 NAME

ADVOS (ADVanced Organ Support) for ICU patients with multi organ failure

Product #1 Description

In the last years, intensive care specialists started to ask for 1 device which includes liver, kidney support, CO₂ removal, oxygenation & cardiovascular support as multi organ failure is with 60% the main cause of death on ICUs. ADVOS is the only device worldwide combining:

Lung support: extracorporeal CO₂ removal low-invasive setting

Liver support: removal of hepatic toxins

Kidney support: removal of water-soluble & protein-bound nephrotoxins

Acidosis treatment: stabilizing acid-base balance by direct removal of acid

Flexible fluid management without necessity of connection to reverse osmosis and drain.

Company Address

Agnes-Pockels-Bogen 1
Munich, 80992
Germany

Company Website

www.advitos.com

Contact Email

investor.relations@advitos.com

Phone

+49 89411184200

Company Type

Private

Company Sector

Medical Devices

Years Founded

2005



Company Address

Agnes-Pockels-Bogen 1
Munich, 80992
Germany

Company Website

www.advitos.com

Contact Email

investor.relations@advitos.com

Phone

+49 89411184200

Company Type

Private

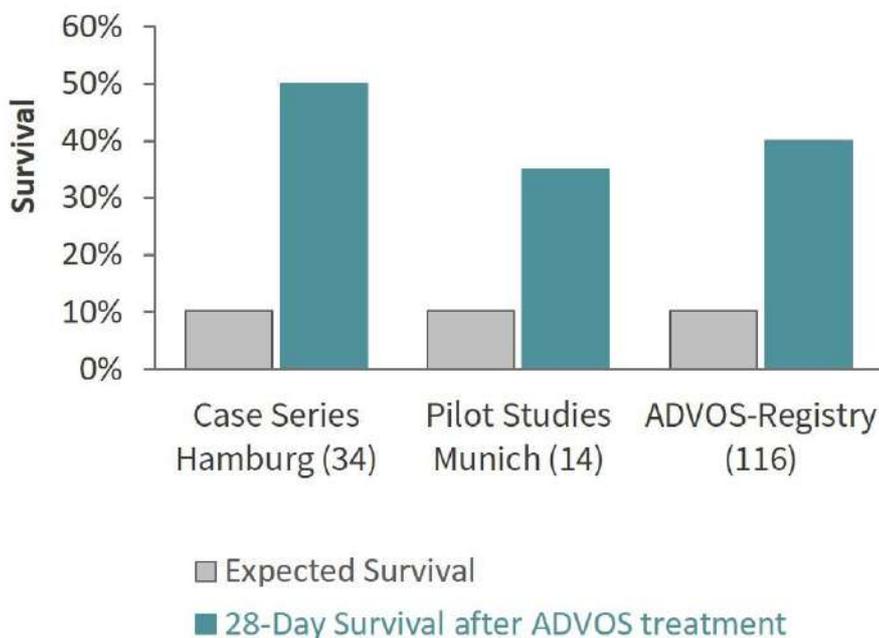
Company Sector

Medical Devices

Years Founded

2005

PIPELINE IMAGE



WELCOME

SPEAKERS

PRESENTING COMPANIES & EXHIBITORS

SPONSORS & SUPPORTING ORGANISATIONS

ORGANISERS

**Company Address**

Tukholmankatu 8
Helsinki, 00290
Finland

Company Website

www.aiforia.com

Contact Email

kaisa.helminen@aiforia.com

Phone

+358 20 734 9130

Company Type

Private

Company Sector

Medical Devices

Years Founded

2013

Aiforia Technologies Oy

PRESENTER

Mrs. Kaisa Helminen, CEO

COMPANY DESCRIPTION

Aiforia Technologies is a medical AI software company in a scale up phase. We have a unique approach in bringing deep learning AI to the hands of pathologists and other medical professionals in image analysis, enabling them to scale up development of new AI models to automate any image analysis task, rapidly and cost effectively. As a result, patients will have faster, more accurate diagnosis and more personalized care.

Aiforia® Cloud is used today in medical research and drug development applications around the world, including big pharma companies, contract research organizations and leading medical research institutes. In order to accelerate the market entry to clinical diagnostics and to ramp up the business, we are preparing for the next round of financing (round B) and looking for investors to join our ambition.

MANAGEMENT TEAM

Kaisa Helminen, CEO
Tuomas Ropponen, CTO
Kari Pitkänen, Director of Business Development, co-founder
Johan Lundin, CSO, co-founder
Mikael Lundin, Director of Concept Design, co-founder

FINANCIAL SUMMARY

The Company has raised \$9.2 M of private equity by today, and \$3 M non-dilutive funds.

PRODUCT #1 NAME

Aiforia Cloud Platform for AI-supported image analysis

Product #1 Description

Aiforia® Cloud brings the AI development tools to the hands of medical experts, enabling them to train deep learning AI -based models for any image recognition tasks, e.g. to identify patterns in images. This way they can rapidly streamline and automate significant part of the current inaccurate and slow workflows.

**Company Address**

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Germany

Company Website

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Phone

+49 615186180

Company Type

Emerging

Company Sector

Bioinformatics
Consulting Services
Drug Delivery
Medical Devices

Years Founded

2001

BAYOOMED Medical Software

PRESENTER

Mr. Stefan Becher, CEO

COMPANY DESCRIPTION

BAYOOMED is specialized in the development of medical apps and medical software. With more than 250 person years of project experience, BAYOOMED is highly professional in the regulated CE & FDA environment. We support more than 800 medical and pharma companies and are among the most experienced medical software developers in Europe.

We engineer MHEALTH / EHEALTH applications under iOS (iPhone & iPad) and Android according to IEC 62304 and support product developers and innovators from the pharmaceutical and medical technology sectors in all phases of software product lifecycle. Our Quality management processes certified by TÜV Hessen according to ISO 13485 are a testament to our passion for sustainable solutions and distinct customer focus.

PRODUCT #1 NAME

Qware Riskmanager

Product #1 Description

Qware Riskmanager is the market-leading, validated approval accelerator for the convenient generation of an audit-proof Technical Documentation for Medical Devices

**Company Address**

Konttisentie 8
Vaajakoski, 40800
Finland

Company Website

www.emfit.com

Phone

+358 20 7780870

Contact Email

info@emfit.com

Company Type

Private

Company Sector

Medical Devices

Years Founded

1990

Emfit Ltd.

PRESENTER

Mr. Heikki Räisänen, Co-Founder & CEO

COMPANY DESCRIPTION

EMFIT develops and manufactures IoT sensor solutions using its proprietary sensor technology based on electro-active ferroelectret film. The current product portfolio consists of products for sleep and recovery analysis, sleep apnea scoring and seizure monitoring, which are in everyday use in over 100 000 beds, in hospitals, nursing homes and private homes.

Emfit was founded in 1990. Company employes 20 people, in Finland, Germany, USA and China. During its long existence, it has always focused on the same material technology and developed applications it has spun off. For the last 10 years, it has solely focused on digital health care. It designs, develops and manufactures its products with own team. The company team consists of 20 highly motivated, skilled and experienced professionals with years of top-level experience in launching and selling new products to the global healthcare market. In total, the team members have participated in the development, regulatory clearance and roll-out of nearly ten medical devices, including success stories like EMFIT MM tonic-clonic seizure monitor and EMFIT DVM discreet vitals monitor. AI and machine learning technologies are in daily use.

MANAGEMENT TEAM

Mr. Heikki Raisanen, CEO & Co-Founder

Mr. Keijo Korhonen, COO & Co-Founder

Mr. Tomi Virtanen, CTO & Co-Founder

Mr. Jari Rinne, VP of Sales

FINANCIAL SUMMARY

Historically, our growth has been financed mostly with internal sources and profits from organic growth and sales, but we have also used some smaller grants. In 2017, we sold our > €1 million epilepsy monitoring business to fund the development of EMFIT-247. Currently, our existing products generate enough revenue to invest approximately €0.5 million in R&D of EMFIT-247 per year.

PRODUCT #1 NAME

EMFIT-247 / early clinical testing ongoing

Product #1 Description

Our compact sensor strap, wearable on patient's chest, is an innovative "all-in-one" solution that packs seven bio-signal sources in one small device: our proprietary ferroelectret ballistocardiography (BCG) sensor, electrocardiogram (ECG), photoplethysmography (PPG), accelerometer, gyroscope and temperature. These sensors are used to measure: Heart rate, heart rate variability, blood oxygen saturation, systolic blood pressure, respiratory rate, skin temperature, motion and body position. In the EMFIT-247 we combine our superior sensor technology with our existing real-time, cloud-based software solution, which we have developed over many years for monitoring vital signs. In our smart analysis algorithms development, we use Artificial Intelligence (AI) and machine learning techniques.

EMFIT[®]

PIPELINE IMAGE

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Finland

Company Website

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Phone

+358 20 7780870

Contact Email

info@emfit.com

Company Type

Private

Company Sector

Medical Devices

Years Founded

1990



Company Address

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Potsdam, 14471
Germany

Company Website

www.emperra.com

Contact Email

j.krieg@emperra.com

Ophone

+49 331 979 34 80 0

Company Type

Emerging

Company Sector

eHealth
Medical Devices

Years Founded

2008

EMPERRA GmbH E-Health Technologies

PRESENTER

Mr. Jens-Florian Krieg, CFO

COMPANY DESCRIPTION

Emperra offers a unique, holistic, state of the art, proven and AI enabled Diabetes Management solution to help the society to handle a pandemic disease and burden: Diabetes. Therefore Emperra owns the complete value chain: We generate data via our proprietary Hardware, transfer the data end-to end encrypted into the cloud, process them with algorithms and send the core learnings and predictions back to the patient and doctors. In parallel the system is brand agnostic, open for third party devices, algorithms & solutions, certified as medical product (Hardware & Software) and so far, the best tested and commercially available system in the market.

MANAGEMENT TEAM

Dr. Janko Schildt, CEO & Co-Founder
Jens-Florian Krieg, CFO & Head of Administration

FINANCIAL SUMMARY

EBITDA break even in Q1 / 2022
Cumulated Liquidity requirement of 13.9 Mio.
Mid 2021 Emperra reaches cash flow break even
Approx. 39,000 patients using ESYSTA® and it's products out of the portfolio in 2022

PRODUCT #1 NAME

ESYSTA

Product #1 Description

ESYSTA is a digital diabetes management ecosystem containing hard- & software all approved as medical products. The proprietary hardware is patent protected and brand agnostic and functions as data collector. The software processes the data via algorithms play the core learnings and predictions back to the patient and doctors.

PIPELINE IMAGE

ESYSTA® - a proven hardware-enabled solution to be converted into a digital diabetes clinic



**Company Address**

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Company Website

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Phone

+47 97789077

Company Type

Emerging

Company Sector

Diagnostics
Medical Devices

Years Founded

2011

GlucoSet AS

PRESENTER

Dr. Nicolas Elvemo, CEO

COMPANY DESCRIPTION

GlucoSet is developing a continuous glucose monitor for intensive care unit, to help hospitals improve patient outcomes and reduce their costs. The company is located in Trondheim, Norway, has 15 employees and is currently funded by angel/seed investors and public/EU grants. The technology and company is a university spin-off, and holds granted patents for the technology.

MANAGEMENT TEAM

Nicolas Elvemo, CEO
Lukas Scherer, CTO

FINANCIAL SUMMARY

The company is planning a series A in March 2020, where the goal is to raise € 4 million to take the company to a granted CE-mark.

PRODUCT #1 NAME

GlucoSet Continuous Glucose Monitor

Product #1 Description

The GlucoSet Continuous Glucose Monitor is developed to monitor glucose in critically ill patients. The system measures glucose in arterial blood, through the arterial catheter patients already have, without disrupting the other uses of that catheter. The system measures glucose in real-time and gives values and alarms to nurses through display, so they can control glucose by adjusting insulin doses.

**Company Address**

70 rue du docteur Yersin
LOOS, 59120
France

Company Website

www.lattice-medical.com

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julien.payen@lattice-medical.com

Phone

+33 673590871

Company Type

Emerging

Company Sector

Medical Devices

Years Founded

2017

Lattice Medical

PRESENTER

Mr. Julien Payen, Co-Founder & CEO

COMPANY DESCRIPTION

LATTICE MEDICAL proposes a new resorbable breast implant: MATTISSE, a class 3 implantable medical device, which allows regeneration of damaged tissues in a natural, personalized way and in a single surgery. This regeneration is done thanks to the use of autologous fat tissues (adipose tissue), which, positioned inside the implant will regenerate over a period of 8 months and at the same time the prosthesis will disappear completely from the body.

The implant is made of bioabsorbable polymer and manufactured thanks to 3D printing and could be custom-made.

MANAGEMENT TEAM

Julien PAYEN, PhD - CEO
Pierre-Marie DANZE, MD, PhD - CSO
Pierre GUERRESCHI, MD, PhD - Plastic Surgeon
Philippe MARCHETTI, MD, PhD - Biologist

FINANCIAL SUMMARY

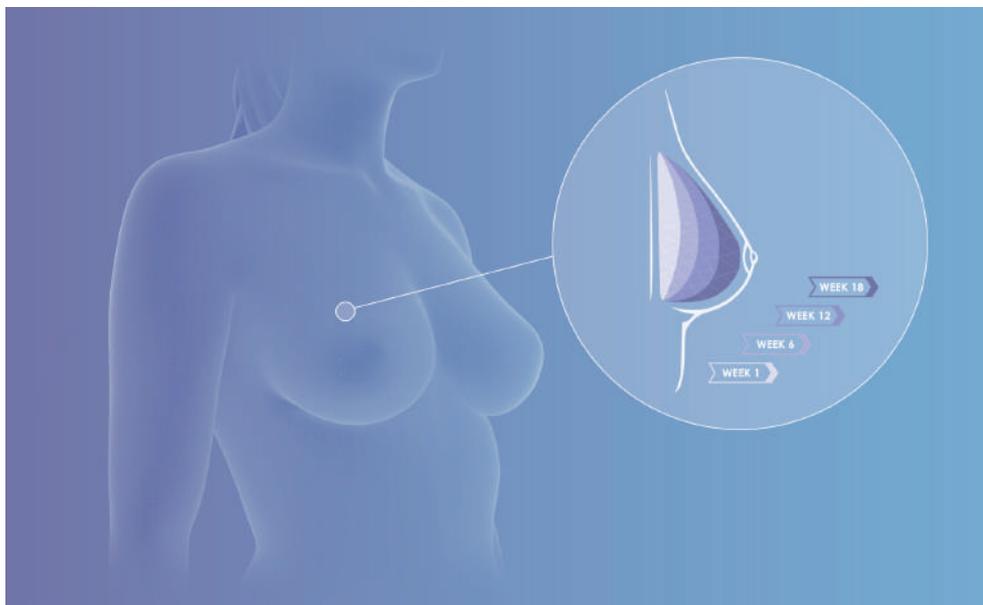
LATTICE MEDICAL raised a first seed round of 2.3 M€ composed of :
- 1.3 M€ from VCs (FINOVAM, NFA and WiSEED)
- 1 M€ of subsidies from French state (BPIFrance)

PRODUCT #1 NAME

MATTISSE

Product #1 Description

MATTISSE is an implantable medical device, which allows regeneration of damaged tissues in a natural, personalized way and in a single surgery. This regeneration is done thanks to the use of autologous adipose tissues, which, positioned inside the implant will regenerate in one year and the prosthesis disappear.

PIPELINE IMAGE

**Company Address**

10 Zarhin Street
Raanaana, 43662
Israel

Company Website

www.medaware.com

Contact Email

jordan.feder@medaware.com

Phone

+972 97404939

Company Type

Emerging

Company Sector

Digital Health

Years Founded

2012

MedAware

PRESENTER

Mr. Jordan Feder, VP Business Development

COMPANY DESCRIPTION

MedAware is transforming patient safety by leveraging AI for the early identification and prevention of medication errors, evolving adverse events, opioid abuse, and other medication related risks. Medaware's flagship product is the first in a suite of decision support solutions that transform real physician practice data into actionable knowledge for the payer, provider, and consumer markets.

PRODUCT #1 NAME

MedAware

Product #1 Description

MedAware's platform identifies and prevents medication-related errors and risks by applying advanced machine learning algorithms and outlier detection mechanisms similar to fraud detection solutions in use by financial institutions worldwide. By continuously analyzing and harnessing the practice patterns of thousands of physicians treating millions of patients around the globe, the software accurately flags medications that are in conflict with the profile of the patient, physician, or institution.

M+edisanté**Medisanté AG****PRESENTER**

Mr. Peter Heiniger, Chairman & CEO

COMPANY DESCRIPTION

We Radically Simplify the Integration of PGHD into Clinical Systems In a highly-regulated and fragmented industry, the integration of Patient-Generated Health Data (PGHD) into clinical systems remains a major challenge for healthcare providers, pharmaceutical companies and Clinical Research Organizations (CROs). In order to better cope with the rise of chronic conditions and an aging population, Medisanté makes it easy - anywhere in the world - for care teams, bio-medical engineers, and patients at the same time. Easy always wins!

We Leverage Global Tech to Scale Remote Patient Monitoring Once the care teams have assigned a medical IoT device in their clinical system, they don't need to unveil the patient's identity to any device manufacturer. In order to scale Remote Patient Monitoring, Medisanté delivers a global medical IoT infrastructure that eliminates the need for any Bluetooth or Wi-Fi configuration. It combines the best of global tech for anonymous device data with the best of healthcare compliance and privacy for sensitive patient data.

A Global Direct-to-Cloud Medical IoT Solution

Medisanté delivers a zero-touch medical IoT infrastructure that uniquely leverages global tech to put IoT to work for care teams anywhere in the world. It helps healthcare providers, pharmaceutical companies and CRO capture PGHD for their clinical systems without the hassle of Bluetooth or Wi-Fi, and without unveiling the identity of their patients to any device vendor. Medisanté empowers connected care by expanding the expertise of care teams beyond the four walls of their hospital or practice.

MANAGEMENT TEAM

Peter Heiniger, Chief Executive Officer
Gilles Lunzenfichter, Chief Commercial Officer
Ursula Heiniger, Chief Financial Officer
Martin Ruch, Chief Technical Officer
Lionel Cavalliere, Chief Operating Officer
Roland Bennett, VP Clinical Services

FINANCIAL SUMMARY

Global scalability of the medical IoT Hub enables a strong revenue growth from CHF 0.3m in 2019 to CHF 176.4m in 2024. Gross margin is expected to grow to 64.5% by 2024 with further untapped potential thanks to the increasing level of third party devices connected to our hub, generating high margin recurring revenues. We expect a positive EBITDA margin as from 2022 (CHF 10.7m), increasing to 32.4% (CHF 57.2m) in 2024. Our financial needs are CHF 13m for the upcoming 2 years and from thereof we expect to generate a positive cash flow.

Company Address

Wesemlinrain 16
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Switzerland

Company Website

www.medisante-group.com

Contact Email

invest@medisante-group.com

Company Type

Emerging

Company Sector

Connected Care
Data
Direct-to-Cloud
Internet of Things
Medical IoT
Patient Generated Health
PGHD
Remote Patient Monitoring

Years Founded

2015

M+edisanté

Company Address

Wesemlinrain 16
Luzern, 6006
Switzerland

Company Website

www.medisante-group.com

Contact Email

invest@medisante-group.com

Company Type

Emerging

Company Sector

Connected Care
Data
Direct-to-Cloud
Internet of Things
Medical IoT
Patient Generated Health
PGHD
Remote Patient Monitoring

Years Founded

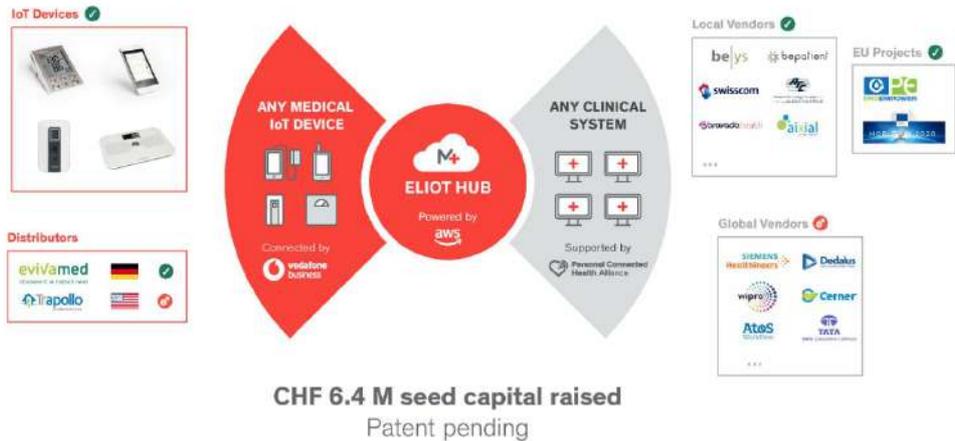
2015

PRODUCT #1 NAME

Information provided further will be pre-uploaded to the One-2-One Partnering System, but only partial information will be included in the conference guide (when space allows). You can enter up to 3 products with names and descriptions you wish to highlight.

PIPELINE IMAGE

M+ Achievement so far – before Series A





MedVest UK LLP

PRESENTER

Dr. Hadar Ron, Chairman

COMPANY DESCRIPTION

Medvest is a digital health & medical device accelerator investing in Israeli medtech startups & taking them through the acceleration process to commercialisation. Highly experienced team with a strong execution & exit track record. Medvest has built an ecosystem to facilitate this acceleration for the portfolio companies. Medvest has offices in London, UK, Hannover, Germany & Tel Aviv, Israel. It will soon have a China based office as well.

MANAGEMENT TEAM

The executive team consists of Dr Hadar Ron, Chairperson, Mr Avner Azulai, Managing Partner & founder, Mr David Akunis, Partner (Israel), Mr Joaquin Gari, Partner (Spain). This team has built, invested & sold companies in this industry. Strong proven track record from startups to commercialisation & through to public offerings.

FINANCIAL SUMMARY

The company has invested in a number of Israeli medtech startups, of which some have already exited the accelerator. Medvest does not generate revenues but is rather looking to sell assets and/or receive dividends from future royalty payments. Over \$7m has been invested in Medvest to date.

PRODUCT #1 NAME

Flometrica

Product #1 Description

A patented device gives immediate Uroflowmetry results which are transmitted via the patient's mobile device to a cloud based service, enabling the medical practitioner to immediately recommend a course of action. This alleviates the need to go to a hospital to perform the tests & the doctor may also monitor the patient's recovery remotely through our innovative Uroflow Diary. Simple, safe, cost effective & improves patient treatment.

PRODUCT #2 NAME

Cardiosert

Product #2 Description

Cardiosert is a guide wire that can be used to measure Fractional Flow Reserve (FFR) both before & after a stent is placed in the artery. The device is a simple mechanical device that can be used as a 'simple' guide wire as well as a guide wire to measure FFR at the same time, without having to remove the guide wire & place an FFR measuring device, like the competitors. The device also does not need any drugs, like Adenosine, to improve the signal-to-noise ratio for a more accurate measurement.

PRODUCT #3 NAME

Lunguard

Product #3 Description

LunGuard aims to reduce Ventilator Aspirated Pneumonia (VAP) by reducing reflux and shorten average length of stay by addressing weaknesses in current feeding and ventilation systems. This product is for use in an ICU or a long term care unit. The product can also be used at home for patients with feeding tubes that don't need to be hospitalised.

Company Address

2nd floor, 1-2 Alfred Place
London, WC1E 7EB
United Kingdom

Company Website

www.medvest.co.uk

Contact Email

avner@medvest.co.uk

Company Type

Private

Company Sector

Medical Devices

Years Founded

2010



Medyria AG

PRESENTER

Mr. Gilles Lachkar, CEO

COMPANY DESCRIPTION

The TrackCath system, a patented sensing technology, measures blood flow velocity. Applied to TrackCath access catheter, the technology identifies small blood vessel orifices for cannulation purposes. The TrackCath system aims to replace X-ray and contrast media during minimally invasive cardiovascular procedures, for improved patient safety.

TrackCath met primary and secondary endpoint in a 40-patient multi-center first in human clinical trial in Germany.

Commercialization will begin in Q4-19 in top EVAR centers in WE.

Medyria has a sustainable business model, made of a disposable 8 French sensor guided Catheter, cost neutral for the hospital and a Flow Monitoring Unit & monitor on consignment (No Capex for the hospital).

Blood flow velocity sensing technology applied to catheters serves as a platform to address an array of potential applications in the human vascular system. Our strategy is to focus on EVAR applications first, then expand into the larger Aortic and Coronary markets.

MANAGEMENT TEAM

Gilles Lachkar, CEO
Mauro Sette, PhD, CTO & Founder
Valerie Dubois, Regulatory, Quality
Dr. med Adriaan Potgieter, CMO
Oscar Herberg, CFO

FINANCIAL SUMMARY

Addressable annual EVAR market of CHF 230MM growing constantly at 8%. Medyria will obtain CE mark for its first device (D-Shape) in Q4 2019. Commercialization will start as of Q1 2020 in selected centers (10) in Europe focused on the scientific need for pre-EVAR embolization procedures (centers participating in PAPAartis study). Medyria focuses on fast-track the development of second generation of devices (G-Shape and F-Shape) that will address the mainstream EVAR market. Medyria will commercialize 2nd generation of TrackCath.

Assumption: Medyria shall commercialize:

(CHF Mio, by 2031)
Sales 125
EBITDA 75
Net Cash Flow 41.5
Cash flow positive in 2025

Company Address

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Company Website

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Contact Email

gilles.lachkar@medyria.com

Company Type

Emerging

Company Sector

Diagnostics
Medical Devices

Years Founded

2015



Company Address

technoparkstrasse 2C
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Switzerland

Company Website

www.medyria.com

Contact Email

gilles.lachkar@medyria.com

Company Type

Emerging

Company Sector

Diagnostics
Medical Devices

Years Founded

2015

PRODUCT #1 NAME

Blood flow velocity sensing technology applied to catheters serves as a platform to address an array of potential applications in the human vascular system. Our strategy is to focus on EVAR applications first, then expand into the larger Aortic and Coronary markets.

TrackCath

Product #1 Description

The TrackCath system, a patented sensing technology, measures blood flow velocity. Applied to TrackCath access catheter, the technology identifies small blood vessel orifices for cannulation purposes. The TrackCath system aims to replace X-ray and contrast media during minimally invasive cardiovascular procedures, for improved patient safety.

PRODUCT #2 NAME

TrackCath Gamma

Product #2 Description

Blood flow velocity sensor at tip of catheter - EVAR contra- lateral Limb access and Aortic arch applications.

PRODUCT #3 NAME

TrackCath Phi

Product #3 Description

Steerable version of Gamma

TrackCath™ System
eliminates most of X-Ray and C-Dye

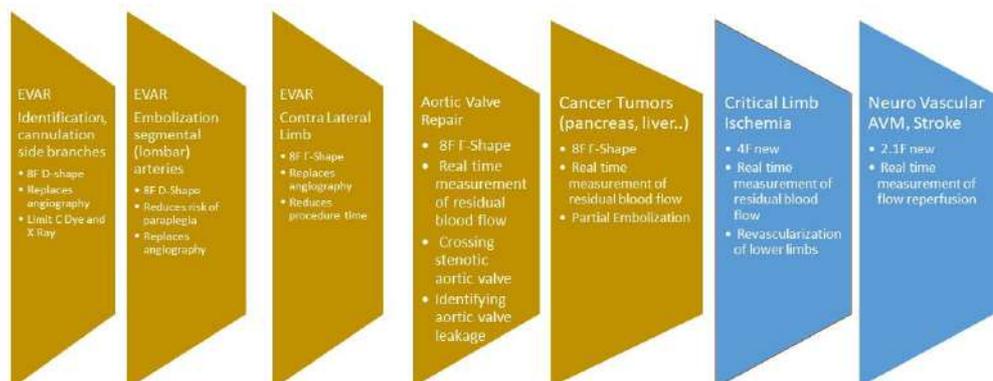


Portfolio expansion
Phi steerable sheath , Gamma catheter

Clinical need	Solution	Market
<ul style="list-style-type: none"> • EVAR contra-lateral gate • EVAR highly angulated branches • TAVR crossing stenotic aortic valve 	Phi Sensor Tip steerable sheath	Over USD 3 Billion
<ul style="list-style-type: none"> • Varicose Vein measurement of residual stenosis • Tumor Cancer measurement of residual flow • CU revascularization of lower limbs • NeuroVasc. AVM and Stroke 	Gamma Sensor tip catheter	

The vision: Pipeline of Applications TrackCath system

Over USD 3.0 Billion Market





Melcap Systems

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Israel

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Contact Email

alexm@melcap-systems.com

Company Type

Emerging

Company Sector

Medical Devices

Years Founded

2015

Melcap Systems

PRESENTER

Dr. Alex Melamud, CEO

COMPANY DESCRIPTION

Melcap is an Israeli digital health medical device startup, developed a novel, cost-effective, wireless ingestible capsule system for the treatment of Obesity and Overweight. The company have already launched First in Human Safety clinical study in Israel Hospital, and its first phase has been already completed with no serious adverse events. The company IP includes 2 granted patents, 4 pending applications, and additional patents in the drafting. The Weight management market has a Huge volume: \$250B annually. Melcap brings to the market First truly affordable, AI-based weight loss system. It has patented, combined therapy and behavioral psychology approach, which finally help to Prevent Obesity. Melcap system could be used both by Overweight and Obese Individuals. Currently, 1.5 billion overweight adults do not have a treatment solution. Melcap suggests to the overweight individuals an affordable solution which will give them the possibility to not cross the line of BMI 35 and prevent Obesity. Melcap developed two systems: Appetite Reduction System (ARS) and Weight Reduction System (WRS). Both systems have the same technological basics, yet differs in the type of Mobile App. The ARS version efficacy study is planned on the Q4 of 2019, and sales in Israel will be launched in the Q2 2020. The company will apply to the CE mark approval and run efficacy study for the WRS version in 2020. The CE mark approval is expected at the Q2 2021 and for FDA at Q2 20. Melcap business model is based on a reusable kit and en-mass disposable capsules sales. An additional source of the revenue is Annual / Monthly Subscriptions for Mobile App. The unit economics shows high Gross margin around 80% at the 10 dollars' price of the capsule at cost 2 dollars and 75 dollars price for the wearable at the cost of 15 dollars.

MANAGEMENT TEAM

Dr. Alex Melamud - CEO, Mr. Boris Voznesensky - CTO, Prof. Yehuda Ringel - Medical Director

FINANCIAL SUMMARY

Melcap Systems Began activities in 2015.

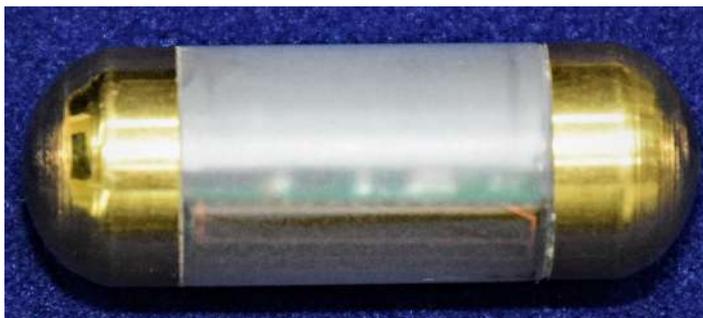
Funds-to-date: \$4.8 million from private investors and the Israel Innovation Authority.

PRODUCT #1 NAME

Melcap ARS

Product #1 Description

The technology is based on the medical paradigm of the vagus neuromodulation. The system comprises three main parts: a disposable ingestible capsule, reusable wearable chest band or a wristband and a mobile app, which automatically controls the capsule's operation and used as the user's diet adviser based on AI algorithm.

PIPELINE IMAGES



Melcap Systems

Company Address

MATAM, Bid.15
Haifa, 3508401
Israel

Company Website

www.melcap-systems.com

Contact Email

alexm@melcap-systems.com

Company Type

Emerging

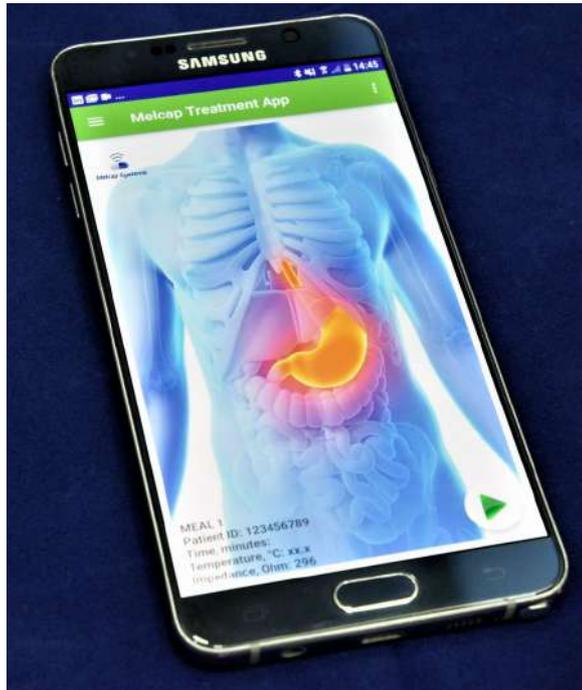
Company Sector

Medical Devices

Years Founded

2015

PIPELINE IMAGE





ONTOFORCE

PRESENTER

Mr. Hans Constandt, Founder & CEO

COMPANY DESCRIPTION

ONTOFORCE is a groundbreaking data science company based in Gent (BE) and Cambridge (US) that builds linked data ecosystems using knowledge graphs over siloed internal and external data. The open plugin-architecture includes (1) an award-winning semantic search interface, (2) powerful visual analytics, (3) an ultra-scalable data ingestion, data linking, data curation engine boosted by (4) AI plugins to do magic with highly curated, high quality data. Integrating, harmonizing, and mining continuous growing amounts of complex data becomes simple. ONTOFORCE always delivers a working solution in days, not months or years, and quickly helps your company (1) to be more efficient, (2) to squeeze time moving products faster to market and (3) helps fail early and improve probability of success by unlocking insights from known but also hidden or difficult to access data. With ONTOFORCE's platform, DISCOVER, your data unified, linked and more intelligent data is ready for instant action. Decision-makers choose more wisely, researchers accelerate their research, experts get more accurate recommendations, and individuals understand situations better. Making meaning and bringing simplicity to data complexity is our core business. We provide citizen data science power to everyone helping them find insights beyond imagination to impact everyone's life, from healing patients to moving drugs faster to market.

The company has raised 11M EU, has doubled its employees from 20 to 40 in 2019, is tripling ARR every year and has not only blue-chip multinational customers (BMS, Amgen, AstraZeneca ...) but also great partnerships (Harvard, Stanford, IMEC, VIB, UCSD ...)

The company wins a lot of tech (Gartner Cool Vendor, BIO IT Best of Show) and business awards (2018 EU Startup winner, 2019 Scale Up of the year ...) in is at the verge of breaking through internationally ready for a round B in H1 2010 to scale even faster.

MANAGEMENT TEAM

Core Management:

- Founding CEO: Hans Constandt
- VP Product Development: Paul Vauterin
- Looking for a VP sales and Marketing

Directors underneath:

- Technical Lead: Kenny Knecht
- Finance & Legal: Sophie De Maesschalck
- EU Sales: Peter Verrykt
- HR: Sylvie Verbanck
- Scientific Lead: Filip Pattyn
- Solution Delivery: Bérénice Wulbrecht
- Business Development North America: Carla Suijkerbuijk

FINANCIAL SUMMARY

Revenue:		ARR		FTEs	
2014	€ 190K	2014	€ 21K	2014	8
2015	€ 422K	2015	€ 88K	2015	9
2016	€ 931K	2016	€ 270K	2016	11
2017	€ 1.174K	2017	€ 880K	2017	17
2018	€ 1.714K	2018	€ 2.500K	2018	32
2019	€ 3.200K	2019		2019	44

Company Address

Technologiepark 122 (3/F)
Gent, 9052
Belgium

Company Website

www.ontoforce.com

Contact Email

hans.constandt@ontoforce.com

Company Type

Emerging

Company Sector

AI
Linked Data

Years Founded

2011



Company Address

Technologiepark 122 (3/F)
Gent, 9052
Belgium

Company Website

www.ontoforce.com

Contact Email

hans.constandt@ontoforce.com

Company Type

Emerging

Company Sector

AI
Linked Data

Years Founded

2011

We have 23 customers where top line pays between 200K and 600K recurring where we are upselling to 600K and now also targeting 1.2M recurring - others are in pilot phases where we typically charge 20K per month and we have some smaller companies paying around 40K recurring.

PRODUCT #2 NAME

We focus on only one product with many users a quick significant impact

PIPELINE IMAGE

			0.8638	80%	60%	40%	20%		
			Q1/2019	Q2/2019	Q3/2019	Q4/2019			
NDA	AM	Weighted	749,588	1,305,348	3,775,528	4,996,338	10,826,802	332.1%	
			599,670	783,209	1,510,211	999,268	3,892,358	119.4%	
						259,140	129,570		
						100,000	259,140		
					172,760		345,520		
			51,828	51,828	51,828		51,828		
						518,280			
			300,000				600,000		
			172,760			200,000			
							24,000		
						200,000			
2c				86,380					
							600,000		
2c				86,380			518,280		
2c				60,000		518,280			
							48,000		
							48,000		
							20,000		
							200,000		
			40,000						
							40,000		
			16,000						
			40,000			200,000			
					100,000		600,000		
					40,000		300,000		
					40,000	300,000			
2c					60,000		300,000		
2c					100,000				
					20,000		20,000		
			20,000	20,000		20,000	20,000		
			20,000	20,000		20,000	20,000		
2c			60,000			600,000			
					20,000		300,000		
			20,000			300,000			
					60,000		300,000		
					60,000		300,000		
2c									
2c									
				9,000		200,000			
					20,000				

Partners
Can't disclose names without NDA

Can't disclose names without NDA



Pixium Vision SA

PRESENTER

Mr. Lloyd Diamond, CEO

COMPANY DESCRIPTION

Pixium Vision is creating a world of bionic vision for those who have lost their sight, enabling them to regain visual perception and greater autonomy. Pixium Vision's bionic vision systems are associated with a surgical intervention and a rehabilitation period. Prima System sub-retinal miniature photovoltaic wireless implant is in clinical testing for patients who have lost their sight due to outer retinal degeneration, initially for atrophic dry age-related macular degeneration (dry AMD). Pixium Vision collaborates closely with academic and research partners, including some of the most prestigious vision research institutions in the world, such as: Stanford University in California, Institut de la Vision in Paris, Moorfields Eye Hospital in London, Institute of Ocular Microsurgery (IMO) in Barcelona, University hospital in Bonn, and UPMC in Pittsburgh, PA. The company is EN ISO 13485 certified and qualifies as "Entreprise Innovante" by Bpifrance.

MANAGEMENT TEAM

Lloyd Diamond - CEO
Didier Laurens - CFO
Guillaume Buc - CTO
Ralf Hornig - Director Clinical affairs
Karine Chevre - Director regulatory / QA

FINANCIAL SUMMARY

Please refer to our website

PRODUCT #1 NAME

Prima System

Product #1 Description

Prima System features a wireless sub-retinal implant and augmented reality glasses. Implanted under the retina, it acts like an array of a solar panel powered by pulsed near infrared light projected from a miniature projector integrated into glasses, which together make the Prima System.

Company Address

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Paris, 75012
France

Company Website

www.pixium-vision.com

Contact Email

investors@pixium-vision.com

Stock Ticker

[EPA:PIX]

Company Type

Listed/Public

Company Sector

Medical Devices

Years Founded

2011



Resistell AG

PRESENTER

Dr. Danuta Cichocka, Co-Founder & CEO

COMPANY DESCRIPTION

Resistell proposes an alternative to culture based antibiogram, the current gold standard in antibiotic susceptibility testing. Our offering is a diagnostic device. The rapid AST method is based on the detection of movement caused by living bacterial cells. Because the test is growth independent rapid AST, we reduce the time taken to get a result from days to minutes. Resistell provides information on which antibiotic should be used to treat the patient, and the concentration at which it should be administered.

MANAGEMENT TEAM

Danuta Cichocka, CEO
Greg Gonciarz, COO

Company Address

Hofackerstrasse 40B
MuttENZ, 4132
Switzerland

Company Website

www.resistell.com

Contact Email

info@resistell.com

Company Type

Emerging

Company Sector

Diagnostics
Medical Devices

Years Founded

2018

**Company Address**

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Herzliya, 4672408
Israel

Company Website

www.respinova.com

Contact Email

cliff@respinova.com

Company Type

Emerging

Company Sector

Drug Delivery
Medical Devices

Years Founded

2009

Respinova Ltd.

PRESENTER

Mr. Cliff Ansel, CEO

COMPANY DESCRIPTION

Respinova has developed a new device for the treatment of COPD. COPD is a group of progressive, debilitating respiratory conditions that has become the third leading cause of death. For the last 50 years, there have been no substantial advances in therapy. Treatment for COPD is primarily by inhaled bronchodilators. However, these drugs only target the upper airways. Most of COPD is caused by the collapse of small airways. Respinova's Pulsehaler™ technology is the first and only treatment to directly open the small airways, thereby reducing breathlessness and improving patient's exercise capacity.

MANAGEMENT TEAM

Cliff Ansel, BAppSc., MBA – CEO
Yuval Avni - CTO
Lars Lieberwirth, Dipl. Ing. - COO

FINANCIAL SUMMARY

Respinova is pre-revenue. We anticipate launching Pulsehaler in mid 2020.

PRODUCT #1 NAME

Pulsehaler(TM)

Product #1 Description

Pulsehaler is a novel device for treating COPD by opening of the small airways. It has been clinically proven to improve the functional capacity and breathlessness of COPD patients after only 2 weeks of use.

PRODUCT #2 NAME

Pulsehaler Drug Delivery

Product #2 Description

Pulsehaler Drug Delivery is a technology for better, deeper, and more effective delivery of inhaled therapies to the lung. It is being developed for both liquid and dry powder formulations.

PIPELINE IMAGE



Company Address

EPFL AI 1145 Station 19
Lausanne, 1015
France

Company Website

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Contact Email

prefinetti90@gmail.com

Company Type

Seed

Company Sector

Biotechnology
Diagnostics
Medical Devices

Years Founded

2020

Rsquared

PRESENTER

Dr. Paulo Refinetti, Co-Founder & CTO

COMPANY DESCRIPTION

Rsquared is a biotechnology company which provides a unique point-of-care device used by doctors to offering a game changing approach to improving the breadth of pathogen detection. It's pathogen identification testing approach uses a process called Micro Organism Quantitative Spectroscopy (MOQS) to provide a more sensitive and comprehensive approach to the identification of pathogens enabling targeted antimicrobial therapy and improved antibiotic stewardship.

Rsquared technology and extensive database of pathogens genomic information enables clinicians and biopharma companies to overcome some of the current limitation of infectious agent detection.

MANAGEMENT TEAM

- Dr. Patricia Refinetti, CEO & Founder
- Dr. Paulo Refinetti, CTO & Co-Founder
- Prof. Philippe Renaud, CSO & Co-Founder
- Prof. Stephan Morgenthaler, : Prof. in Applied Statistics at EPFL
- Jeroen van der Oever, CFO

FINANCIAL SUMMARY

Rsquared is a Seed stage start-up seeking to raise between 800k and 1.2 million CHF to complete the Beta prototype as well as its validation in clinics.

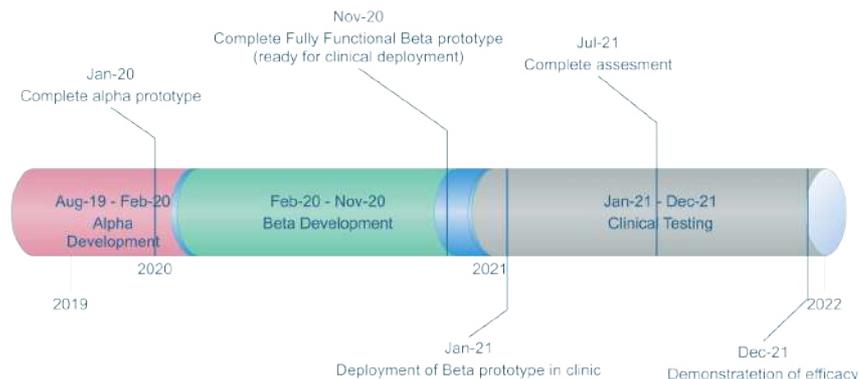
The development of Alpha prototype will be covered by self-funding until the end of 2019. A fully functioning, tested and clinically validated prototype will be ready by the end of 2021. At which point, A rounds will be raised to commercialise the medical device.

PRODUCT #1 NAME

QuantInf

Product #1 Description

QuantInf is a point-of-care (POC) medical device capable of profiling the pathogens causing an infection in under 1h. It is comprehensive, quantitative, and can be used on any type of biological sample. QuantInf is the first integration of MOQS into a single, fully automated device.



SURGIFY

Company Address

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Finland

Company Website

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Contact Email

team@surgifymedical.com

Company Type

Emerging

Company Sector

Medical Devices

Years Founded

2017

Surgify Medical Oy

PRESENTER

Mr. Visa Sippola, CEO

COMPANY DESCRIPTION

Surgical operations involving bone cutting always carry risk and often lead to soft tissue injuries. Most devastating complications are related to operations in the head, neck and spine areas. Millions of such operations are performed every year and various clinical studies indicate that the risk of soft tissue injury can be over 10%. Surgify technology improves the safety, speed and precision of bone surgery to minimize these risks.

MANAGEMENT TEAM

Visa Sippola: CEO & Co-Founder
Shahab Haeri: CTO & Co-Founder
Juho Carpén: CFO & Co-Founder
Jukka Kreander: CQO & Co-Founder
Michael McEwan: CCO

FINANCIAL SUMMARY

The development of Surgify technology has been financed by national innovation agency Business Finland grant (€500k) and soft-loans (€1.7M), private investors (€1.15M), as well as European Union’s Horizon 2020 SME Phase 1 funding (€50k). Surgify is aiming to raise a Series A financing round of €5M within the following 6 months. Our target is to invest profits to growth and reach break-even by 2022 with sales of 12M euros and eventually grow sales to 35-50M euros by 2025 with profits of 15-25M euros.

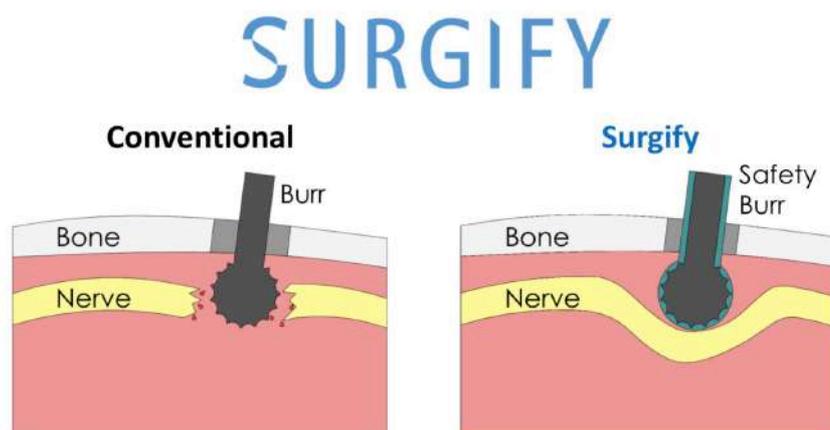
PRODUCT #1 NAME

Surgify Safety Burr - Launching in 6 months

Product #1 Description

Surgify’s technology enables the surgeon to drill bone without damaging important structures. The cutting edges will be safely covered if the drill touches tissue which is softer than bone. Preclinical series indicate that Safety Burr reduces the risk of soft tissue injuries up to 91%.

PIPELINE IMAGE



Visa Sippola, CEO & Co-Founder
visa.sippola@surgifymedical.com



Trod Medical NV

PRESENTER

Mr. Paul Birkmeyer, CEO & Director

COMPANY DESCRIPTION

Trod Medical is a development-stage device startup with a potentially disruptive focal therapy for prostate cancer. Standard of care treatments, including robotic prostatectomy and radiotherapy, are inadequate, as these treatments have significant side-effects, including impotence and incontinence. Due to these side-effects, men may choose active surveillance to postpone or avoid treatment, yet this leaves patients with anxiety and uncertainty. Trod's enCage™ needle-based, tissue ablation solution is intended to offer good cancer control, yet with minimal side-effects. This novel technology employs bipolar radiofrequency, and has multiple issued and pending patents. Trod has successfully accomplished multiple clinical feasibility studies at leading centers around the world. Next steps include 2nd generation product development, related new IP, and an IDE multicenter study.

MANAGEMENT TEAM

Mr. Paul Birkmeyer, CEO
Steffen Jorgensen, CTO
Edouard Abbeloos, COO
Michael Brock, Independent Chairman

FINANCIAL SUMMARY

Pre-commercial

PRODUCT #1 NAME

enCage™ RF Device

Product #1 Description

Proprietary bipolar radiofrequency (bRF) technology platform developed initially for the unique challenges of prostate cancer. Enables the urologist or interventional radiologist:

- Unprecedented ablation control. Also view ablation and safe zones
- Versatility with tumor location, unlike HIFU or cryoablation
- Simple technology. RF well known. Can re-treat
- Short learning curve and treatment time
- Minor capital equipment. Use in hospital, ASC, or office
- Platform technology

Supporting Evidence:

Pre-clinical studies including (1) in-vivo animal study (unpublished), and (2) study on ex-vivo ablation of bull prostates (Journal of Endourology).

Clinical studies include (3) in-vivo "treat and resect" ablation of renal tumors (BJU International Journal), (4) pilot study at Moffitt Cancer Center (Tampa, FL), PI: Prof. Julio Pow-Sang, Pilot Study on Focal Prostate RF ablation for the Treatment of Prostate Cancer Study (n=4, poster published), (5) class II study, New York University (NYU), PI: Prof. Samir Taneja, FUSAblate Study (n=21, abstract published, manuscript being submitted), (6) class II study, University College London (UCL), PI's: Profs. Mark Emberton, Hash Ahmed, Clement Orczyk, ProRAFT Study (n=21, abstract published, manuscript being submitted), and (7) class II study, Moffitt Cancer Center (Tampa, FL), PI: Prof. Julio Pow-Sang, Focal Prostate RF ablation for the Treatment of Prostate Cancer Study (n=6, manuscript being submitted)

Company Address

Leuven
Leuven, 3001
Belgium

Company Website

www.trodmedical.com

Contact Email

pbirkmeyer@trodmedical.com

Company Type

Emerging

Company Sector

Medical Devices
Oncology
Urology

Years Founded

2006



UGA Biopharma GmbH

PRESENTER

Mr. Lars Kober, CEO

COMPANY DESCRIPTION

The expertise of UGA Biopharma is the development of biologics and biosimilars. This high speed contract development involves all the necessary steps from cell line development and bioprocess development to the development of purification processes and analytics. Furthermore, First CHOice® high-performance cell culture media and feeds are supplied in order to optimize the quality and product concentration of biologics and biosimilars. In addition, UGA Biopharma offers to customers ready-to-use biosimilar cell lines. The company supplies its customers in Germany and abroad from its headquarters in Hennigsdorf and already has several clients with UGA products in clinical trials or who have already received a market approval.

PRODUCT #1 NAME

Several therapeutic antibodies, bispecific antibodies, fusion proteins, enzymes and hormones are in the pipeline.

Company Address

Neuendorfstraße 20a
Hennigsdorf, 16761
Germany

Company Website

www.ugabiopharma.com

Contact Email

kober@ugabiopharma.com

Company Type

Private

Company Sector

Biotechnology

Years Founded

2009



Ultivue, Inc.

PRESENTER

Mr. Michael Natan, President & CEO

COMPANY DESCRIPTION

By developing a single set of novel, proprietary reagents used both for biomarker discovery (higher content, low throughput) and translational use (lower content, high throughput), Ultivue is connecting the insights gained from research directly into the pathology lab. Ultivue's UltiMapper™ multiplexed assays applied to tissue biopsy samples enable simultaneous quantitation of multiple biomarkers with sub-cellular spatial resolution and fit completely within traditional IHC workflows. Translational and clinical researchers leverage UltiMapper assays to elucidate complex biology and demonstrate their clinical utility as precision medicine research tools. Ultivue is expanding its UltiMapper assay product portfolio and menu of contract research services to provide a comprehensive set of precision medicine solutions for oncology research and focus in other therapeutic areas.

MANAGEMENT TEAM

Phil Gardella, CFO
Philippe Mourere, SVP, Commercial Operations
Jeffrey Lissack, Executive Director, Operations
Mack Schermer, Executive Director, Product Realization
Mark Bobrow, Executive Director, Research

Company Address

763D Concord Ave.
Cambridge, 02138
United States

Company Website

www.ultivue.com

Contact Email

michael.natan@ultivue.com

Company Type

Private

Company Sector

Diagnostics

Years Founded

2015



Vivior AG

PRESENTER

Mr. Mario Stark, CEO

COMPANY DESCRIPTION

Vivior offers an innovative service for all customers and patients that require a solution to improve their vision. Our objective behavioral data supports experts like ophthalmic surgeons, optometrists, opticians and others to offer personalized solutions to their customers and patients. The specific solution - be it an intraocular lens for cataract patients, laser eye surgery or progressive spectacle lenses - will be customized to the customer's and patient's lifestyle and visual needs.

MANAGEMENT TEAM

Prof. Michael Mrochen, Chairman of the Board
Paul Soye, PhD, Member of the Board
Mario Stark, CEO
Dr. Pavel Zakharov, CTO

FINANCIAL SUMMARY

Eyesight is the most important sense we have, but there are multiple conditions that can impair or limit our vision. Eye care professionals have a broad variety of vision care corrections they can choose from. Vivior provides the means to offer personalized solutions in the following markets: - Laser refractive surgery (Market size 2016: USD 1.9 Bio)

-Intraocular Lenses (Market size 2016: USD 3.6 Bio)

- Progressive spectacles (Market size 2016: USD 12.9 Bio)

-Contact Lenses (Market size 2018: USD 7.2 Bio)

Vivior starts the controlled market release this year, growing over the next years significantly to be cash- positive by 2022 and reach over CHF 130 Mio in sales in 2025.

PRODUCT #1 NAME

Vivior Monitor

Product #1 Description

The Vivior Monitor consists of sensors measuring distance, ambient light and color, an accelerometer, a gyroscope, and a magnetometer. It is worn on prescription or clear glasses. The recorded data are uploaded to the cloud when the system is returned for processing and analysis. Sensor data are converted into behavioral data using state-of-the-art artificial intelligence algorithms and provided to the eye care professional in the form of intuitive visuals. The system also provides a patient report so that the eye care professional can educate the patient during the pre-op planning discussion.

PRODUCT #2 NAME

Vivior Unique

Product #2 Description

Vivior Unique are the only fully personalized spectacle lenses based on objective behavior data. Vivior uses data gathered by its monitor to calculate an optical design for progressive spectacle lenses (also called Progressive Addition Lenses or PALs). This design is then used to manufacture fully personalized spectacle lenses fit to the customer's lifestyle and needs. Vivior's new PALs are calculated and produced through an objective measurement of the real-life visual behavior and not based on statistics or studies.

Company Address

Technoparkstrasse 1
Zürich, 8005
Switzerland

Company Website

www.vivior.com

Contact Email

info@vivior.com

Company Type

Emerging

Company Sector

Digital Health
Medical Devices

Years Founded

2017

**Company Address**

Via Michelangelo Buonarroti 38
Cologno Monzese (MI), 20093
Italy

Company Website

www.wiseneuro.com

Contact Email

luca.ravagnan@wiseneuro.com

Company Type

Private

Company Sector

Medical Devices

Years Founded

2011

WISE S.r.l.

PRESENTER

Mr. Luca Ravagnan, Co-Founder, Board Member & CEO

COMPANY DESCRIPTION

WISE is a clinical stage medical device company developing a genuinely new generation of Neuromonitoring and Neuromodulation electrodes by means of its proprietary SCBI technology. WISE's electrodes are highly ergonomic, conformable, soft and thin, thus allowing great adhesion, minimal invasiveness and excellent adaptability on neural tissues.

Currently, WISE is clinically validating its WCS electrodes for electrophysiological brain monitoring and completing the development of the WISE EXPERT lead, the first Multicolumn SCS Paddle lead that can be implanted percutaneously by a Pain Therapist.

MANAGEMENT TEAM

Luca Ravagnan, PhD MBA – CEO
Sandro Ferrari, PhD – Director of Operations
Giulia Salzano – Administration Manager

FINANCIAL SUMMARY

Since its foundation in 2011, WISE has collected a total of € 11 million from a pool of international Seed and Venture Capital Investors.

The current Investors of WISE are: Principia Sgr (Principia III – Health Fund), Indaco Sgr (Atlante Seed & Atlante Ventures Funds), High-Tech Gründerfonds (HTGF), b-to-v Partners, Antares and F3F, New Frontiers and Agite!.

In addition, the company was awarded more than € 1.5 million of Italian and European grants. Corrently the company is rising its VC round C.

PRODUCT #1 NAME

WISE SCS EXPERT lead – the first EXpandable PERcuTaneous SCS lead

Product #1 Description

Nowadays, roughly 80% of leads for Spinal Cord Stimulation (SCS – worth \$2B in 2018) are implanted by Pain Therapists, who can only use “Cylindrical Leads” since they can be implanted percutaneously. From a performance standpoint, “Multicolumn Paddles” are superior (allowing better coverage of the spine, higher energy efficiency and lower migration) but until today they have required highly invasive surgery.

The EXPERT lead is the first Multicolumn Paddle that can be folded in a catheter and implanted percutaneously by Pain Therapists, providing the best lead with the least invasive implantation procedure to the largest segment in the Market.

PRODUCT #2 NAME

WCS – the WISE Cortical Strip

Product #2 Description

The WISE Cortical Strip (WCS) is the first highly ergonomic, conformable, soft and thin cortical strip for brain monitoring during brain tumor surgery. WCS is now under clinical validation in 4 clinics in Germany and Switzerland.



Company Address

Via Michelangelo Buonarroti 38
Cologno Monzese (MI), 20093
Italy

Company Website

www.wiseneuro.com

Contact Email

luca.ravagnan@wiseneuro.com

Company Type

Private

Company Sector

Medical Devices

Years Founded

2011

PIPELINE IMAGE



**Company Address**

63 E. Center Street
Manchester, CT 06040
United States

Company Website

www.wovenorthopedics.com

Contact Email

iodess@WovenOrthopedics.com

Company Type

Private

Company Sector

Medical Devices

Years Founded

2013

Woven Orthopedic Technologies, LLC

PRESENTER

Ms. Ilana Odess, Chief Executive Officer

COMPANY DESCRIPTION

Woven Orthopedic Technologies, is a medical device company that designs specialized orthopedic solutions for the aging population. Our premiere product is the OGMend™ system, a bio-textile device that helps enhance fixation in surgical procedures that use orthopedic screws. It is the first solution to provide a simple, repeatable, and standardized solution for orthopedic surgeons and is especially useful in relieving the challenge of achieving fixation in compromised bone.

Our initial target market includes the 4.5 million trauma and spine procedures performed annually on patients who suffer from compromised bone as a result of conditions such as osteoporosis, diabetes, smoking, Parkinson's, chemotherapy treatment, etc. (a \$2.3B market opportunity). We have completed bench, animal, and clinical studies to date and own more than 28 patents covering our technology. Woven received a CE mark and began initial commercial activity in Europe.

MANAGEMENT TEAM

Ilana Odess - CEO
David L. Helfet - CMO
Terrance L. Carlson - CLO
Brandon E. Bendes - VP of Strategy & Finance

FINANCIAL SUMMARY

Series A raised \$8.6M. Post valuation \$12.4M
Series B raised \$7.5M, 1st tranche out of \$18M.
Signed \$5M term sheet with a sovereign wealth fund.
\$5.5m available to complete a \$18mm round.
Pre valuation \$15.9mm

PRODUCT #1 NAME

OGmend® Implant System Spine

Product #1 Description

OGmend® Implant System is a biotextile enhancing fixation in short-term and long-term. OGMend® is a biopolymer with extensive clinical history, designed to increase surface area contact between the bone and screw, distribute load transfer to help bone healing and remodeling, and enable boney ingrowth. OGMend® is simple, and cost effective

PRODUCT #2 NAME

OGmend® Implant System Trauma

EXHIBITOR

Economic & Trade Office of Israel in Geneva



Economic & Trade Office
Mission of Israel to the UN
Geneva, Switzerland

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www.itrade.gov.il

E-MAIL

geneva@israeltrade.gov.il

PHONE

+41 22 716 0507

COMPANY PROFILE

The Government of Israel's Economic and Trade Office in Geneva, Switzerland, is a branch of the Foreign Trade Administration of the Ministry of Economy and Industry. The Trade Office in Geneva has two main responsibilities: World Trade Organization (WTO) affairs, and trade & investment promotion (Switzerland-Israel).

EXHIBITOR



Medyria AG

ADDRESS

Technoparkstrasse 2C,
CH-8406 Winterthur
Switzerland

WEBSITE

www.medyria.com

E-MAIL

Gilles.lachkar@medyria.com

PHONE

+41 (0) 52 214 82 82

COMPANY PROFILE

The TrackCath system, a patented sensing technology, measures blood flow velocity. Applied to TrackCath access catheter, the technology identifies small blood vessel orifices for cannulation purposes. The TrackCath system aims to replace X-ray and contrast media during minimally invasive cardiovascular procedures, for improved patient safety. TrackCath met primary and secondary endpoint in a 40-patient multi-center first in human clinical trial in Germany. Commercialization will begin in Q4-19 in top EVAR centers in WE. Medyria has a sustainable business model, made of a disposable 8 French sensor guided Catheter, cost neutral for the hospital and a Flow Monitoring Unit & monitor on consignment (No Capex for the hospital). Blood flow velocity sensing technology applied to catheters serves as a platform to address an array of potential applications in the human vascular system. Our strategy is to focus on EVAR applications first, then expand into the larger Aortic and Coronary markets.

EXHIBITOR

1nfusion

onefusion AG

ADDRESS

Sihlquai 131
CH-8005, Zürich
Switzerland

WEBSITE

www.1nfusion.com

E-MAIL

1@1nfusion.com

COMPANY PROFILE

Infusion pumps are widely used in hospitals. Frequently occurring safety and accuracy problems with infusion pumps can lead to severe medical complications. Swiss Medtech start-up 1nfusion develops a new generation of infusion pumps based on a proprietary sensor technology which are characterized by safety, accuracy and ease of use. The first product FlowBox is already in successful clinical use.



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CONTRIBUTING SPONSORS

BioMed  Partners

BioMedPartners AG

www.biomedvc.com

BioMedPartners AG is a Basel-based Life Science Venture Capital Firm that invests in innovative private early- to mid-stage human Life Science companies in Switzerland and surrounding EU countries. It has recently raised a new fund, BioMedInvest-III LP, at CHF 100 million, and has now a total of CHF 350 million under management.



aescuvest international GmbH

www.aescuvest.eu

aescuvest enables great health innovations through equity crowdfunding. It is the leading platform to foster and fund smart healthcare ideas. This independent launch pad offers financing strategies to companies & an above-average profit share to investors.

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BioPartner

www.biopartner.co.uk

BioPartner is an independent, government-accredited trade organisation, promoting international partnering for trade, investment and collaborations with UK Life Science companies. BioPartner's delegations promote the UK presence at major international biopharma conferences, and companies are assisted with access to government grants and heavily discounted entry fees. Through the BioPartner Programme, members receive extra benefits and support to effectively trade overseas.



Biotechgate

www.biotechgate.com

Biotechgate is the global Business Development Database for the Biotech, Pharma and Medtech industries.

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Citigate Dewe Rogerson

www.citigatedr.co.uk

Citigate Dewe Rogerson is one of the world's leading strategic communications consultancies.

Our Life Sciences team has established a reputation for excellence spanning financial, corporate and scientific communications; this has enabled us to become trusted advisors and to build a broad portfolio including some of the most innovative and exciting international life sciences companies. Our clients are at all stages of development, from start-up to multinationals, and our activities are focused on delivering campaigns that support corporate objectives. As a result, we have been involved in major corporate transactions and events in the life sciences sector over the past decade such as IPOs, other public and private fundraisings, and M&As.

Recent IPO transactions: ABIVAX (Euronext Paris - €60m), OSE Pharma (Euronext Paris - €21m), Nordic Nanovector (Oslo - NOK575m), Midatech Pharma (London AIM - £32m), Abzena (London AIM - £20m), arGEN-X (Brussels - €42m), Pixium Vision (Euronext Paris - €39.5m), Crossject (Euronext Paris - €17m). Other recent financings: Abingworth (£225m ABV VI), Rigontec (€14.25m Series A), Calcivis (£4.5m fundraising), ViraTherapeutics (\$3.6m - Series A). Recent M&A: Heptares (up to \$400m acquisition by Sosei), Prosonix (up to £100m acquisition by Circassia), bioquell (Sale of subsidiary for £44.5m).



Economic & Trade Office
Mission of Israel to the UN
Geneva, Switzerland

Economic & Trade Office of Israel in Geneva, Switzerland

<https://itrade.gov.il/switzerland/about/>

The Government of Israel's Economic and Trade Office in Geneva, Switzerland, is a branch of the Foreign Trade Administration of the Ministry of Economy and Industry. The Trade Office in Geneva has two main responsibilities: World Trade Organization (WTO) affairs, and trade & investment promotion* (Switzerland-Israel).

*Trade and export promotion, investments and technological collaboration between Swiss and Israeli companies.

The Economic and Trade Office of Israel promotes business collaboration across a variety of sectors, including: Information Technology, Green Energy, Agriculture and Water Technology, Homeland Security, Cyber Security, Life Sciences, Automotive, Consumer Goods, Food and Cosmetics, Finance and Investments.

The Trade Office facilitates introductions between Swiss and Israeli companies, arranges meetings, organizes local conferences and assist Swiss and Israeli business delegations visiting the respective country, amongst other things.



Edison Group

www.edisongroup.com

Edison is an international advisory firm with around 450 corporate clients and 110 people working from offices in London, New York, Frankfurt, Sydney and Wellington. The team consists of 80 analysts, investment and logistics professionals with experience in capital markets, investor roadshows and communications. Healthcare is Edison's largest sector, with 16 analysts covering over 100 biotech and medtech stocks across the UK, continental Europe, North America and Asia-Pacific.



FreeMind Group

www.freemindconsultants.com

FreeMind is a consulting group whose goal is to assist in maximizing potential to receive funding from non-dilutive sources. Established in 1999, FreeMind is the largest consulting group of its kind working with academics and Industry alike. FreeMind's proven long-term strategic approach has garnered its clients over 1.5 billion dollars to date.

Our expertise in applying for grants and contracts extends throughout every government mechanism open to funding the life sciences including all NIH institutes, DoD, NSF, FDA, CDC, BARDA, etc., as well as private foundations.

FreeMind's knowledgeable and experienced team of Client Strategists and Project Managers are dedicated to guiding non-dilutive funding efforts from identification of the most suitable opportunity through to submission and subsequent award. Our team of experts will assist in making non-dilutive funding a key tool in a long-term financial strategy.



IATI (Israel Advanced Technology Industries)

www.iati.co.il

IATI is Israel's umbrella organization of the high-tech, life science and other advanced technology industries, with hundreds of paying members from every level and aspect of the ecosystem - including Venture Capital Funds, R&D Centers, Multinational Companies, Israeli Start-Ups and Large Companies, Incubators, Tech Transfer Organization, Academic Institutions, Innovation Centers, Hospitals, Municipalities, Leading Stock Exchanges, Service Providers and more. Through this broad range of members, IATI connects Israel's tech ecosystem, provides solutions and support at all levels, and integrates the various sectors of the industry with strategic and ongoing governmental goals.

INSTINCTIF
PARTNERS**Instinctif Partners**

www.lifesciences.instinctif.com

Instinctif Partners is an international business communications consultancy. With a track record of delivering truly creative programmes, the Life Sciences practice focuses on enhancing the value proposition for companies seeking investment, partnerships or customers. Our core skill is working with clients to communicate the value of their science and innovation to key stakeholders through the most relevant channels: crafting communications solutions that showcase each company, product or technology. Specifically, we are unique in offering specialist expertise seamlessly across corporate, financial, healthcare and marketing communications with outreach programmes to media, industry, professional, public, financial and investment communities. Our service offering covers all communications disciplines including strategic counsel, PR, IR, media relations, public affairs, crisis communications, internal communications, marketing, advertising, copywriting, design, research and event management. Our globally integrated and dedicated life sciences team serves clients around the world from our headquarters in London, and bases across Europe, AsiaPac and the USA.

**Labiotech.eu**

www.labiotech.eu

Labiotech.eu is the leading digital media covering the European Biotech industry. Over 150,000 monthly visitors use it to keep an eye on the business and innovations in biotechnology. Hope you'll enjoy reading our stories!

**Life Science Austria (LISA)**

www.lifescienceaustria.at

Austria Wirtschaftsservice (aws) has established Life Science Austria (LISA) as a one-stop shop that spans the entire value-added chain of startups in the life sciences. LISA provides customised support at every stage of a startup's development. Furthermore LISA promotes the life science sector in Austria on the international stage and is the first point of call for enquiries relating to it.

Organised through the regional life science clusters, LISA represents companies in the therapeutic, medical technology and diagnostic sectors as well as providers of enabling technologies and related service companies located in the following Austrian regions:

- ecoplus (Lower Austria)
- human.technology Styria (Styria)
- LISAVienna (Vienna)
- MedTech-Cluster (Upper Austria)
- Standortagentur Tirol/Cluster Life Sciences Tirol (Tyrol)



MedTech Strategist

www.medtechstrategist.com

MedTech Strategist, a leading information and investment conferences provider focused exclusively on the rapidly evolving global medical device industry, is led by managing partners and co-editors-in-chief David Cassak and Stephen Levin, along with a seasoned editorial team and staff. With more than 100 years of combined experience, our team provides our community with both breadth and depth in our industry publication, MedTech Strategist, and access to unparalleled connections at our global investment and partnering conferences. In addition, the MedTech Strategist Community Blog complements the strategic medtech industry coverage that our publication is known for, with candid video interviews and short perspective articles focusing on the people and the passionate innovation behind the most exciting trends in the global device space. Think Strategically. Join Our Community.



Ontario Bioscience Innovation Organization

www.obio.ca

The Ontario Bioscience Innovation Organization (OBIO®) founded in 2009, is a not-for-profit, membership based organization engaged in strategy, programming, policy development and advocacy to further the commercialization of Ontario's human health science companies positioning Ontario as a leader in the international marketplace. OBIO advances this goal through collaborative partnerships with industry, the investment community, academia, patients and government.



Plattform Life Sciences

www.goingpublic.de/lifesciences

The Life Sciences-Series - Launched in 2014 four issues of the Life Sciences-Series appear annually. Based on the three pillars - technology, financing, investment - the issues combine current topics of life sciences with knowledge and networking from corporate financing and capital market. The mission: Building a cross medial bridge between the life sciences and the financial industry by the help of the quarterly Life Sciences issues, the monthly digital newsletter Life-SciencesUpdate.



Swiss Biotech Association

www.swissbiotech.org

Swiss Biotech unites the four leading biotech regions of Switzerland (BioAlps, BaselArea, Biopolo Ticino and Greater Zurich Area). The regions have early on combined efforts with the SWX Swiss Exchange which holds a leading position in terms of life-science listings and services.

The National Industry Association named Swiss Biotech Association Represents more than 150 companies to date and acts as the operational arm for the marketing alliance. Swiss Biotech raises Switzerland's profile as an economic center in Europe and profiles the biotech industry with its key research institutions and companies. Swiss Biotech's mission is to spread the message of Switzerland as one of the top biotech locations in the world. This will be achieved by presenting a comprehensive picture of the drivers of biotechnology including research, education, economics, finance and industry. The bases for success in biotechnology are the critical mass of research institutes and accelerated technology transfer. The early integration of industry and well-trained workforce is another critical success factor for rapid economic growth. More than 40 technology parks throughout the country support the increasingly important and successful TechTransfer process.



Tiberend Strategic Advisors, Inc

www.tiberendstrategicadvisors.com

Tiberend Strategic Advisors, Inc. is a corporate communications firm providing media strategy and execution for life science companies - biotech (therapeutics), medical devices and diagnostics. We work with both public and private emerging growth companies:

1. To enhance valuation
2. To build visibility for partnerships and strategic alliances

SACHS ASSOCIATES

www.sachsforum.com

Sachs Associates is a long established international conference company with offices in Switzerland and the UK. It runs a limited number of high profile conferences in Europe and the USA which are focused on biopharma, medtech, and digital health. These conferences focus on licensing and investment opportunities and all provide presenting opportunities for companies and excellent meeting facilities for all delegates to network.

Sachs Associates is focused on the practical benefits accruing from conference participation, the exchange of ideas and information, and the facilitating of business transactions.

THE BENEFITS OF CONFERENCE PARTICIPATION WITH SACHS ASSOCIATES MAY BE SUMMARISED AS FOLLOWS:

ONLINE ONE-2-ONE MEETING SYSTEM

In order to offer the best possible provision for networking opportunities and dealmaking Sachs Associates provides all delegates access to our online One-2-One meeting system, allowing you to set up, accept or decline private One-2-One meetings with other conference attendees. These meetings last for 20 minutes in duration. Individual passwords and logins are provided to allow immediate access and ensure full security.

CUTTING EDGE CONTENT WITH EMINENT SPEAKERS

Sachs Associates is committed to ensuring that its events continue to provide forums with the participation of the most eminent speakers from the public and private sectors. Through its reputation and its long-established local relationships, the company has attracted very senior scientific and business personalities as speakers at its events.

SPONSORSHIP AND MARKETING OPPORTUNITIES FOR FORTHCOMING EVENTS

Sachs Associates has developed an extensive knowledge of the key individuals operating within the global biotech industry. This together with a growing reputation for excellence puts Sachs Associates at the forefront of the industry and provides a powerful tool by which to increase your company's position in this market. Sponsorship of any of our events allows you to raise your company's profile directly with your potential clients. All of our sponsorship packages are tailor-made for each client, allowing your organisation to gain the most out of attending our industry driven events.

THE FOLLOWING SPONSORSHIP AND MARKETING OPPORTUNITIES ARE AVAILABLE AT FUTURE CONFERENCES:

- Conference Sponsor - including workshops and social events
- Exhibition Stands
- Distribution of Promotional Material

If your company is interested in exhibiting or sponsorship opportunities, please call Silvia Kar on +44 203 463 4890 or email Silvia@sachsforum.com.

SACHS
ASSOCIATES

www.sachsforum.com