



The 25th MedTech Investing Europe Conference

19 & 20 September 2017

Amba Hotel, Charing Cross, London, United Kingdom

*Bringing Together Innovators, Leading Investors
and Major Healthcare Corporations*

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www.medtechinvesting.com

About the event

Now in its 25th edition, **The MedTech Investing Europe Conference** offers a perfect combination of the latest investment opportunities in game-changing technologies and unrivalled programme content giving first-hand insight and opinion from active life science investors and senior-level MedTech experts.

Pre-arranged One-To-One meetings and extensive networking opportunities will give investors and entrepreneurs ample opportunity to identify and meet with the companies and individuals that are right for you. This year's agenda has been comprehensively researched and designed to cover the most up to date issues within this ever-developing sector and will provide delegates with the vital intelligence and advice needed to succeed in 2017 and beyond.

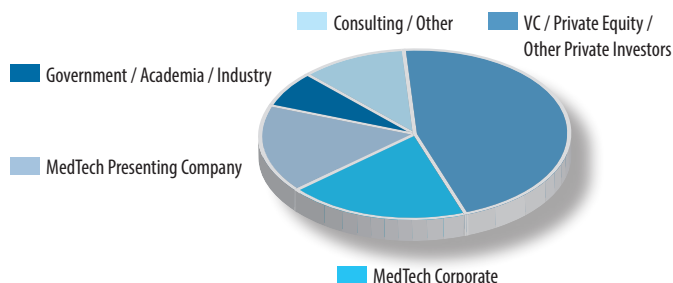
Who should attend

The delegate profile is made up of the following individuals:

- Investors with a focus throughout the life science sector and in particular MedTech
- Senior representatives from major healthcare corporations
- Early to mid-stage companies seeking financing
- Family offices and private investors
- MedTech service providers

Previous participants by country and sector

Attracting over **151 delegates** who at the last event represented **21 countries**, the MTI conference is THE meeting place for break-through technologies and leading MedTech investors. In 2016 **69%** of the attendees purely focused on MedTech, with **31%** investing in MedTech as part of a diverse investment portfolio.



Key statistics from MTI London 2016

151	Delegates
81	Companies
25	Presenting Companies Showcasing their Technologies
24	Speakers
21	Countries Represented
251+	Booked One-To-One Meetings

Investor Advisory Board

The Investor Advisory Board is made up of some of the most pro-active investors in the sector. With a combined **€28bn+ in AUM**, they bring their wealth of experience and insight into the MTI series:



Founder & Managing Partner, **Panakés Partners**, Italy



Partner, **Siemens Venture Capital**, USA



Partner, Corporate Department, **Fisher Broyles**, USA



Partner, **Gilde Healthcare Partners**, Netherlands



Partner, **Apposite Capital**, UK



CEO & Managing Partner, **Ibionext**, France



Senior Managing Director, **OrbiMed**, Israel



Investment Director, **Alstin**, Germany

Benefits of attending

- **Exclusive access to 40 pioneering MedTech innovators** who will showcase their latest innovations and provide investors with a diverse range of opportunities for investment. The presentations will be streamed for the benefit of the audience and will include product information, stage of business, expected growth rates, exit strategy plans and the level of funding required.
- **Private One-To-One meetings** with the innovators and investors of your choice to discuss potential business opportunities and foster future relationships. Last year over 251+ meetings were pre-booked through our online networker, which will allow you to control your conference experience and make the most of your One-To-One meeting time by pre-arranging your twenty minute meetings with MedTech entrepreneurs and other industry leaders. You will also have the opportunity to access company profiles and be able to search by selecting the demographic of your choice.
- **Exclusive panel session discussions and keynote presentations** have been designed with industry experts to provide you with all the necessary information and guidance you need to flourish in today's economic climate. Key sessions include:
 - **Meet the Investors**
 - **Case Study: Building a Successful Privately Owned Company**
 - **Winning Strategies for Product Innovation**
 - **The Medtech Builders** – The family office and private investor role
 - **New Technology Obstacles and Opportunities**
 - **So You Want a Great Exit? 10 Steps for Success**
- **Great peer-to-peer networking opportunities** with leading investors, major healthcare corporations and medical technology companies who will all be reunited under one roof, offering a chance to discuss new business opportunities.

The MTi events have showcased over 850 companies to our unrivalled audience of investors. Just some of the more recent include:



Once registered, attendees will be able to see all the Presenting Companies and their details who are confirmed as attending MTi London 2017.

CONFERENCE PROGRAMME – DAY ONE

Tuesday 19 September 2017

08:45 – 09:40

Registration, refreshments and networking

09:40 – 10:00

Chairman's Opening Remarks

Who is set to be the winners in medtech as we close in on the fourth industrial revolution? Will technology help deliver affordable, personal healthcare or will outside factors from political to organisational stop innovation from reaching its potential benefit? Whilst early stage companies must look for ways to mitigate against potential risks, they must also grasp every opportunity open to them to maximise their potential.

Dr. David R. Hampton • Senior Associate, Cambridge University, UK

10:00 – 11:00

Panel Session: Meet the Investors

Who are the active investors in healthcare? What are their aims and how do they approach and consider new investments? How do they work together and how can their different strategies sometimes pit them against each other? This opening panel session looks at the different type of investors, what motivates them and how they are adapting in a changing marketplace.

- Qualifying the demand for your device, is this the most important thing?
- Do companies and investors tend to over promise (and is that always a bad thing)?
- ROI and time commitment, are these investors main considerations?

Moderator: **Brenig Preest • Investment Director, Excalibur Group Ltd, UK**

Aris Constantinides • General Partner, Kreos Capital, UK

Raghavan Kayar • Business Angel and NeD, UK

Helen McBreen • Investment Director, Atlantic Bridge Capital, Ireland

11:00 – 11:30

Morning coffee and networking opportunity

11:30 – 12:20

MedTech companies pitch their investment opportunities

These sessions are dedicated to MedTech companies presenting innovative technology and investment opportunities in different sectors to an audience of investors. Each company will present for 10 minutes.

12:20 – 13:20

Case Study: Building a Successful Privately Owned Company

A honest and open interview with a CEO who has successfully built a healthcare business. What drove them, what was the toughest challenges they faced and how have they had good outcomes when others have struggled. This candid and open discussion will be of great use to any founder or investor who is looking for long-term results.

- What finance was necessary for growth?
- How can you quickly and sustainably build a product base?
- How can expansion help diversify the business?

13:20 – 14:00

Lunch and networking opportunity



14:00 – 15:10

MedTech companies pitch their investment opportunities

These sessions are dedicated to MedTech companies presenting innovative technology and investment opportunities in different sectors to an audience of investors. Each company will present for 10 minutes.

15:10 – 16:10

Winning Strategies for Product Innovation

With a changing healthcare market that is seeing traditional success formulas being redefined, how should companies and investors adapt their strategies to be successful? Strong management and sustainable and unique competitive advantage has always been vital, how is market access and value (in all its terms) now fitting into the mix as well?

- How can you disrupt white spaces?
- Are emerging markets a battleground or a cemetery?
- Is simplicity and strength more important than complexity and scale?

Moderator: **David Porter** • *Managing Partner, Apposite Capital, UK*

Peter Byloos • *Partner, Gimv, Belgium*

Tim de Vere Green • *CEO, Origin Capital, UK*

Tim Mills • *Investment Director, British Business Bank, UK*

Joachim Rautter • *Managing Director, Peppermint Venture Partners, Germany*

16:10 – 16:30

Afternoon coffee and networking opportunity

16:30 – 17:50

One-To-One Meetings: Special pre-scheduled individual One-To-One meetings will be taking place in our dedicated meeting area. This session will consist of 4 x 20min One-to-One meetings.

18:00 – 19:00

Networking Drinks Reception

This will be an informal reception allowing you to network with all attendees, building and extending valuable networks.

Feedback from previous MedTech Investing Europe events:

“Thank you for two great days – I really enjoyed talking to the potential investors and the other entrepreneurs, I met some fabulous people.”

Odd Viking Höglund, CEO, Resorbable Devices AB, Sweden – MTI Presenting Company

“Congratulations on hosting an effective and well-attended meeting – it was fun to be involved with it again.”

Dave Hampton, Senior Associate, Cambridge University, UK – MTI Speaker



CONFERENCE PROGRAMME – DAY TWO

Wednesday 20 September 2017

08:30 – 09:30 **Registration, breakfast refreshments and informal networking**

09:30 – 09:40 **Chairman's Day Two Opening Remarks**

What was the learning from day one and what can we see on the second day of the conference?

Dr. David R. Hampton • *Senior Associate, Cambridge University, UK*

09:40 – 10:30 **The Medtech Builders – The family office and private investor role**

Family offices are playing an increasingly important role in the financing of medtech companies at a time where capital, let alone patient capital is increasingly hard to find. How are family offices and private investors contributing to the sector? What role do they also play in impact investing in healthcare, especially when working with foundations?

- Is it all about patient capital?
- How will family office capital affect your exit?
- Story-telling, is it the key to getting financed?

Moderator: **Seonaid Mackenzie** • *Managing Partner, Sturgeon Ventures, UK*

10:30 – 11:00 **New Technology Obstacles and Opportunities**

Are we heading into a fourth industrial revolution? Healthcare seems ripe for change if systems can embrace artificial intelligence and Big Data. From data management to designing treatments how will this new technology provide new investment opportunities and is now the time to back this new technology? From wearables to IoT and Cyber-Security, what are the areas to seriously watch?

- Which business model will pay in AI and Big Data
- Making waves in fragmented markets
- Is it too early to enter this space?

11:00 – 11:30 **Morning coffee and networking opportunity**

11:30 – 12:40 **MedTech companies pitch their investment opportunities**

These sessions are dedicated to MedTech companies presenting innovative technology and investment opportunities in different sectors to an audience of investors. Each company will present for 10 minutes.

12:40 – 13:40 **Lunch and networking opportunity**



13:40 – 14:40

So You Want a Great Exit? 10 Steps for Success

Early stage founders and investors don't always know exactly what sort of exit they will have but they will want to avoid certain situations and have an idea what success looks like. A panel of experts will consider what are the 10 top steps to a clean exit that leaves all sides still smiling and provide some tangible takeaways for the audience.

- Should you know your end before your beginning?
- Who should you bring in to smooth your exit?
- Innovative exits. When does it pay to be creative?

Moderator: **Mary Anne Cordeiro** • *Director, Albion Technology & General VCT, UK*

Janke Dittmer • *Partner, Gilde Healthcare Partners, Netherlands*

Pierre Socha • *Principal, Amadeus Capital Partners Ltd, UK*

14:40 – 14:50

Chairman's Closing Remarks

As the 25th MedTech Investing Europe Conference draws to a close, what does the future hold for both investors and entrepreneurs alike? Whether it's continuing to raise finances, embark on commercialisation or develop your portfolio of investments, how can your strategy be developed to meet all future challenges and opportunities head-on and ensure you are part of the continuing MedTech revolution.

Dr. David R. Hampton • *Senior Associate, Cambridge University, UK*

14:50 – 14:55

Best in Show Presenting Company Awards

Voted for by the audience and attendees, these awards recognise the Presenting Companies who offer the most exciting, ground-breaking and disruptive technologies accompanied by the management teams and business models that will enable these winning companies to continue to grow into world-beating organisations.

14:55 – 16:35

One-To-One Meetings: Special pre-scheduled individual One-To-One meetings will be taking place in our dedicated meeting area. This session will consist of 5 x 20min One-To-One meetings.

For delegates wishing to hold additional ad hoc meetings, designated meeting space will be available at the venue beyond the official close of the conference.

16:35

End of conference

Feedback from previous MedTech Investing Europe events:

“ *I enjoyed the event, it was fruitful as well in terms of potential investment opportunities.* ”

Diana Saraceni, *General Partner, Panakès Partners, Italy* – MTI Speaker

“ *The conference was well run and interesting, and I enjoyed attending. The number and range of Presenting Companies and their investment opportunities was superb.* ”

Carlos Pittol, *Director, Clubb Capital, UK* – MTI Delegate

“ *It was a great opportunity for us to connect with European companies we have not met yet and expand our global investment portfolio.* ”

Kazuki Sakamoto, *Associate Manager, Teijin Limited, Japan* – MTI Delegate



The 25th MedTech Investing Europe Conference

Delegate Ticket Options

Delegate ticket options are open to qualifying companies and individuals including private investors, venture capitalists, private equity partners and blue-chip corporations.

Early Bird Discount: £999 / €1285 (book before 31st May 2017)

Standard Price: £1495 / €1923 (from 31st May 2017)

Corporate Ticket "3 for the price of 2": £2990 / €3845

Non-Qualifying Investor Ticket: £2000 / €2572

20% VAT will be added where applicable

Please visit our website for more information

How to Register

Visit www.medtechinvesting.com and click on 'Register'

Email: omarchergui@campdenwealth.com

Call: +44 (0)203 763 2800

Interested in becoming a Presenting Company?

Present your investment opportunity to an audience of private investors, venture capital and private equity partners and blue-chip corporations.

For more information on presenting company opportunities please contact:

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Organised by:



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