SESSIONS

FORUMS AND WORKSHOPS (APRIL 29)

REGISTRATION & BREAKFAST

08:00 - 09:00

KEYNOTE SESSIONS

09:00 - 10:30

MORNING BREAK

10:30 - 11:10

Medtech CEO Forum

11:10 - 12:40
CEO Forums

11:10 - Welcome and Introductions

11:15 - **Crossing Borders: Navigating Medical Device Innovation Stateside**

This discussion will delve into the challenges of moving from the European market, to the U.S, addressing regulatory and business hurdles encountered along the way. SurePulse Medical, a UK-based company known for its innovative approach to neonatal care, has made significant strides since inception. James Carpenter, CEO, will share experiences in device approval, FDA 510(k) clearance, whilst dealing with cyber-security requirements as well as business difficulties and opportunities whilst launching in the United States. This is an opportunity for entrepreneurs, healthcare professionals, and investors to understand the challenges and opportunities in bringing a medical innovation to a new market.

Moderated by; William Garvin, Shareholder, **Buchanan Ingersoll & Rooney PC**, **Tina Hu-Rodgers**, Shareholder & Life Sciences Industry Group Co-Leader, **Buchanan Ingersoll & Rooney PC, Adam Wicks,** Shareholder and Private Equity & Venture Capital Practice Group Leader**, Buchanan Ingersoll & Rooney**

Speaker: James Carpenter, CEO, **SurePulse Medical**

11:50 - **Death by a 1000 cuts**
Join us for a dynamic discussion on the challenges faced in product development, from navigating unclear target customer/application without thorough vetting, to managing delayed design direction changes, and balancing the pursuit of market trends with leveraging core strengths/IP. We'll delve into strategies for handling premature regulatory hurdles, navigating the balance between MVP product development and FDA requirements, and the importance of timely selection of engineering partners and contract manufacturers.

Moderated by; **Bryant Grigsby**, CEO, **Phoenix DeVentures**

12:25 -General Discussion (suggested topics to include but not limited to)

- Fundraising challenges and opportunities
- Overcoming barriers to market and regulatory approval
- Creating the right deals and partnerships to move your business forward
- Internationalising and company growth

12.40 - End of Forum

Participants

Session Host: Bryant Grigsby - CEO, Phoenix DeVentures

Session Host: William Garvin - Shareholder, Buchanan Ingersoll-Rooney PC

Session Host: Tina Hu-Rodgers - Shareholder and Life Sciences Industry Group Co-Leader, Buchanan Ingersoll-Rooney PC

Session Host: Adam Wicks - Shareholder and Private Equity & Venture Capital Practice Group Leader, Buchanan Ingersoll-Rooney PC

James Carpenter - CEO, SurePulse Medical

Pharma BD Leaders Forum

11:10 - 12:50
Pharma Leader Forums

Chaired private and exclusive roundtable series.

11.10am (1hr 40mins) Roundtable One

- M&A, deal environment, anti-trust landscape analysis, general discussion and peer commentary from BD heads

11.10 **Introductions**

11.15 **Current and Impending Anti-trust and Regulatory Threats**

General Discussion and Peer Perspectives

- Perceptions and perspectives on current deal making environment: what are BD heads observing and how are they responding?
- How should big pharma M&A strategies evolve given the regulatory and anti-trust context?

For further information regarding the Pharma BD Leaders Forum, please contact:

Matthew Pullan, Managing Director, LSX

matt@lsxleaders.com

LUNCH BREAK

12:50 - 14:00

SESSIONS

FORUMS AND WORKSHOPS (APRIL 29)

Pharma BD Leaders Forum

14:00 - 16:00
Pharma Leader Forums

2pm (2hrs) Roundtable Two – Global BD Heads *only*

Peer discussion and exploration of solutions to presented challenges.

Potential topics to include:

- IRA developments
- M&A landscape
- Current challenges and success stories
- Anti-trust
- Regulatory update
- AI and relevance, impact on deal making

For further information regarding the Pharma BD Leaders Forum, please contact:

Matthew Pullan, Managing Director, LSX

matt@lsxleaders.com

Medtech BD Leaders Forum

14:00 - 15:00
Medtech Leaders Forums

Join our exclusive, invite only, Medtech BD Leaders Forum—an unparalleled gathering of 12-15 top-tier BD leaders.

Our forum will include insightful conversations, featuring case studies which foster candid and open dialogue about the challenges shaping the Medtech landscape.

Connect with like-minded professionals, forge strategic alliances, and expand your professional network. The forum provides a unique environment for fostering meaningful connections and gain valuable insights that will empower your strategic decision-making.

Our forum operates under ? **Chatham House Rule:** Promoting a free-flowing exchange of ideas, the Chatham House Rule ensures a confidential and productive environment, encouraging open and honest discussions.

Biotech Startup CEO Forum

16:40 - 18:00
CEO Forums

16:00 - Welcome and Introductions

Moderator: *Fiona McFarlane,* *Legal Director,* ***Bird & Bird***

16:05 - *Early Considerations for Life Sciences Companies – Funding and beyond*

This will be a session for executives of early-stage life sciences and healthcare companies to share their experiences of running a start-up. There will be a short introduction to venture capital financing and other foundational issues, followed by a panel discussion and Q&A session where the attendees can ask questions of company representatives who have successfully navigated the early stage funding arena and investor-side representatives who provide funding to early-stage companies. The session will be operated under the Chatham House Rule to promote a free-flowing exchange of ideas in a confidential and productive environment and to encourage open and honest discussions.

Fiona McFarlane, *Legal Director,* ***Bird & Bird***
Mario Subramaniam*, Partner,* ***Bird & Bird***

16:35 - Case Study

Jette Cowan*, Head of Commercial, Pharmaceutical,* ***RSSL***

17:05 - CEO-Led Case Study - Successful Adaptation of Fundraising Strategy in the Life Sciences/Biotech Sector

- Initially funded to Phase 1 for lead asset, planned Series A for Phase 2 study
- Market shift led to investor demand for more de-risking data before committing to larger funding
- Adapted strategy by advancing FDA "IND" opening, a significant value inflection point
- Successfully opened pre-Series A convertible note for smaller Phase 2a study, paving the way for larger funding round with a leading VC partner

John Boghossian*, CEO,* ***Kanna Health***

17:25 - General Discussion and Q&A

17.40 - End of Forum

NETWORKING DRINKS

18:00 - 19:00

SCHEDULE

FORUMS AND WORKSHOPS (APRIL 29) -

LSX MedTech Leaders

29th-30th April 2024
Business Design Centre
London

TIME	CEO FORUMS	PHARMA LEADER FORUMS	MEDTECH LEADERS FORUMS
08:00	**08:00** - REGISTRATION & BREAKFAST	**08:00** - REGISTRATION & BREAKFAST	**08:00** - REGISTRATION & BREAKFAST
09:00	**09:00** - KEYNOTE SESSIONS	**09:00** - KEYNOTE SESSIONS	**09:00** - KEYNOTE SESSIONS
10:00	**10:30** - MORNING BREAK	**10:30** - MORNING BREAK	**10:30** - MORNING BREAK
11:00	**11:10** - Medtech CEO Forum	**11:10** - Pharma BD Leaders Forum	
12:00	**12:50** - LUNCH BREAK	**12:50** - LUNCH BREAK	**12:50** - LUNCH BREAK
14:00		**14:00** - Pharma BD Leaders Forum	**14:00** - Medtech BD Leaders Forum
16:00	**16:40** - Biotech Startup CEO Forum		
18:00	**18:00** - NETWORKING DRINKS	**18:00** - NETWORKING DRINKS	**18:00** - NETWORKING DRINKS

SESSIONS

FORUMS AND WORKSHOPS (APRIL 30)

REGISTRATION & BREAKFAST

08:00 - 09:00

KEYNOTE SESSIONS

09:00 - 10:30

MORNING BREAK

10:30 - 11:10

Healthtech CEO Forum

11:10 - 12:50
CEO Forums

An exclusive forum for 20-25 established Healthtech senior executives to candidly share experiences. Like-minded executives, along with industry stakeholders, converge to provide expertise on strategic areas. Case studies from successful executives navigating company growth will be featured. Topics encompass in-development, clinic progression, regulatory approval, product launch, business resilience, fundraising, deal making, partnerships, and strategic exits. Qualifying participants must hold positions as CEO, Founder, Co-Founder, or President in a Healthtech company.

Our forum operates under: ? **Chatham House Rule:** Promoting a free-flowing exchange of ideas, the Chatham House Rule ensures a confidential and productive environment, encouraging open and honest discussions.

IPO Workshop

11:10 - 12:15
General Workshops

11.10 - Welcome and Introductions

Moderator: Zafar Aziz**, Director, Head of Strategic Sales & DR Investor Relations Advisory Group, **Deutsche Bank

11.15 – *Opening Presentation – IPOs: what is the current state of the market and what should companies expect from their advisors?*

Presenter: James Taylor**, Co-Head of Investment Banking, **Deutsche Numis

11.45 – Expert Panel Discussion – IPO opportunities: US vs UK?

- How is London is changing its rules to make it easier for companies to list?
- Is there a valuation difference between the UK and the US?
- Are you a small fish in a big pond if you choose the US?
- Is it better to be dual-listed?
- With the rise of passive funds, is indexation an important consideration?
- How should you approach investor relations if dual listed?
- Execution of listing: Necessary steps to prepare
- Life as a public company

Moderator: Zafar Aziz**, Director, Head of Strategic Sales & DR Investor Relations Advisory Group, **Deutsche Bank
James Taylor**, Co-Head of Investment Banking, **Deutsche Numis
Tim Davis,** Regional Head, UK Primary Markets, **London Stock Exchange
Isabella Schidrich,** Senior Managing Director, **NASDAQ

12.15 – Q&A and Discussion

LUNCH BREAK

12:50 - 14:00

Biotech Growth CEO Forum

14:00 - 15:40
CEO Forums

14:00 - Welcome and Introductions

Moderator: *Elizabeth Rhodes, Partner, **Goodwin***

14:05 - Raising capital to support later-stage growth

- Market Update – Later stage rounds are challenging to get away and IPO market increasingly pressurising the valuations of private companies.
- Valuation Pressure – dangers of structuring preference rights to prop up a higher valuation / avoid a down round.
- How to continue to incentivisation when there is an increasing liquidation preference.
- How to set yourself up for a successful exit

Elizabeth Rhodes,** Partner, **Goodwin
Kenny Walker-Durrant,** Partner, **Goodwin

14:40 - CEO-Led Case Study

15:00 - CEO-Led Case Study

15:20 - General Discussion and Q&A

15:40 - End of Forum

M&A Workshop

14:00 - 15:00
General Workshops

The M&A workshop led by Hogan Lovells will consider the different means through which early/late stage biotech and pharma assets can be most effectively monetised, including through M&A, collaboration/JV and licensing structures.

The workshop will consider the pros and cons of each structure from both a seller's and buyer's/investor's perspective. The format will be interactive and factor in current trends (e.g. the increased use of AI and integration of healthcare services into technology platforms) and growth products and therapies (e.g. ADC's, RLT's, GLP-1, health span and pre-emptive medicine and chronic/orphan disease).

SCHEDULE

FORUMS AND WORKSHOPS (APRIL 30) -

LSX MedTech Leaders

29th-30th April 2024
Business Design Centre
London

TIME	CEO FORUMS	GENERAL WORKSHOPS
08:00	**08:00** - REGISTRATION & BREAKFAST	**08:00** - REGISTRATION & BREAKFAST
09:00	**09:00** - KEYNOTE SESSIONS	**09:00** - KEYNOTE SESSIONS
10:00	**10:30** - MORNING BREAK	**10:30** - MORNING BREAK
11:00	**11:10** - Healthtech CEO Forum	**11:10** - IPO Workshop
12:00	**12:50** - LUNCH BREAK	**12:50** - LUNCH BREAK
14:00	**14:00** - Biotech Growth CEO Forum	**14:00** - M&A Workshop

SESSIONS

DAY ONE - 29/04/2024

REGISTRATION & BREAKFAST

08:00 - 09:00

LSX WELCOME ADDRESS

09:00 - 09:10

Participants

Caitlin McNally - Conference Director- Medtech Lead, LSX

Keynote Panel: Elevating Global Recovery Through Strategic Partnerships

09:10 - 09:50

In an increasingly interconnected world, the path to global recovery and progress is intricately woven with strategic partnerships. This discussion delves into the transformative potential of collaborative alliances. From forging partnerships with Tier 1 manufacturers to tackle regulatory hurdles, to navigating the complexities of privacy and data management in joint ventures and harnessing the power of academic research for market success, we explore how these symbiotic relationships can redefine and elevate the recovery landscape on a global scale.

- Partnerships with tier 1 manufacturers to navigate regulatory challenges
- Privacy and data management in collaborative ventures
- Academic research to market success in the partnership equation

Participants

Moderated by;: Hannah Musisi - International Healthcare Executive, UK

Stuart Hart - Chief Medical Officer, Integra Lifesciences

Jan Kimpen - Former CMO Philips, Venture Partner, Sanara

Kathleen Van Vlierberghe - VP Healthcare Solutions & Partnerships EMEA, Boston Scientific

How Are We Defining Innovation?

09:50 - 10:30

The surge in innovations within the global medical technology sector, coupled with an 8% R&D investment rate, highlights the escalating importance of customer centricity in product design. As companies prioritize meeting customer needs and achieving breakthrough growth, a critical question arises: What constitutes true innovation in this sector, and how can medtech companies strategically navigate the intersection of customer centricity and innovation to drive progress?

- What strategic approaches can be adopted to innovate effectively in a capital constrained market
- How can companies stay ahead of emerging trends and remain agile in responding to evolving customer needs
- How can customer-centric product design be leveraged for market differentiation

Participants

Moderated by: Gautam Kainth - Partner, The Capital Partnership

Isabelle Fourthin - VP Medical Affairs, Baxter

Antonio Sanchez-Cordero - Principal, ARCHIMED

Jennifer Joe - Global Medical Strategy & Population Health Director, AstraZeneca

Mark Green - Senior Business Development & Strategy Director, Diabetes International, Medtronic

Ariana Adjani - Co-Founder & Managing Director, FINE TREATMENT

Morning Break

10:30 - 11:10

Innovation = Centralisation?! A Discussion About The Future Of Innovation In Medtech

11:10 - 11:50

Navigating the intricate process of obtaining CE approval is paramount for any company seeking to introduce products into the European market. This panel aims to demystify the complex world of regulatory compliance with industry experts discussing what it takes to undertake a successful journey through the CE approval process.

- The EU MDR as an innovation blocker
- Comparing EU and US regulatory frameworks
- Innovative approaches towards compliance
- Envisioning a bright future for medtech innovation

Participants

Moderated by;: Martin Witte - Senior Director Strategic Business Development, TÜV SÜD Product Service GmbH

Susana de Azevedo Wäsch - VP Quality Management, Regulatory Affairs & Medical Affairs, Ypsomed

Guido du Pree - Founder & CEO, Xyall

Ian Crosbie - CEO, Sequana Medical

Zubair Hussain - VP Regulatory, iSTAR

Crossing the Valley of Death for Medical Devices

11:50 - 12:10

Insights into the pitfalls and multidisciplinary challenges faced by medical device companies in the commercialisation of disruptive technologies.

Participants

Steve Bagshaw - Head of Business Strategy, CPI

SESSIONS

DAY ONE - 29/04/2024

EU Market Entry - Demystifying Medical Device Reimbursement

12:10 - 12:50

The path to reimbursement for medical devices presents a formidable challenge, driven by the imperative to demonstrate both necessity and efficacy. This challenge is further compounded by the intricacies of navigating reimbursement processes in diverse countries, each characterized by unique criteria and clinical study costs. In this session, we will unravel the complexities of medical device reimbursement in Europe, shedding light on the critical factors and strategies that can pave the way for successful market entry.

- Reimbursement disparities in Europe and effective navigation strategies
- Steps for securing DRG funding and LLPR inclusion
- Influence of EU's HTA process on reimbursement and alignment strategies
- Efficient strategies for speeding up reimbursement applications in Europe
- Post-market surveillance obligations in the EU and their impact on our market presence and product development

Participants

Moderated by;: Kai Nicol-Schwarz - Reporter, Sifted

Souad Belarbi - Governmental Affairs and Market Access Director, EU south and Indirect, Hologic

Max Ostermeier - CEO, Implandata Ophthalmic Products

Tuomas Neuvonen - CEO, Sooma Medical

Claartje Ypma - CEO, Augmedit

Lunch Break

12:50 - 14:00

Investor Insights - Shaping Success for Early-Stage Ventures

14:00 - 14:40

In recent years, we've witnessed significant growth in venture funding for medtech, yet a shift towards mid to later-stage investments has emerged, driven by factors such as lower returns on medtech investments and the intricate world of reimbursement, particularly for groundbreaking technologies. Investors now seek secure, innovative, and clinically successful ventures. The question that arises is; how can emerging medtech firms bridge the gap between initial funding and market success while aligning with these investor expectations? In this session, we will delve into strategies for early-stage medtech companies to reduce risk and foster innovation, explore successful approaches to navigate the journey from initial funding to market viability, and discuss the specific attributes that investors look for to assess the potential for risk reduction, scalability, and innovation in medtech companies.

- What strategies can early-stage medtech companies adopt to align with investor expectations for risk reduction and innovation
- What are some successful strategies that early-stage medtech companies have employed to bridge the gap between initial funding and market viability
- What specific attributes do you look for in medtech companies to determine their potential for reduced risk, scalability, and innovation

Participants

Moderated by;: Antoine D'Hollander - Investment Director, Capricorn Venture Partners

Diana Saraceni - General Partner, Panakès Partners

Jennifer McMahon - Partner, Seroba Life Sciences

Klaus Stöckemann - Managing Director & Co-Founder, Peppermint VenturePartners

Antoine Pau - Senior Partner, Truffle Capital

Gilad Peleg - Founding Partner, Neuro1 Capital

Peaks and Valleys - Unravelling the LimFlow Acquisition Journey

14:40 - 15:00

Founded in 2012, LimFlow, was the first FDA-approved device for Transcatheter Arterialization of Deep Veins (TADV) and previously designated as a breakthrough device by the FDA. After many successful company milestones, LimFlow was also recently acquired by Inari Medical. Join our fireside chat with LimFlow's former CEO Dan Rose and investor Kanem Hong discussing the journey's highs and lows.

Participants

Moderated by;: Kinam Hong - Partner, Sofinnova Partners

Dan Rose - Former CEO, LimFlow

Burning Money - The Bottom-Line Impact of Neglecting Patients

15:00 - 15:40

Addressing bias and engaging with diverse patient populations in medical technology is crucial for improving patient care and outcomes. The historical neglect of research in women's health and underrepresented populations has resulted in insufficient funding, biased data, and incomplete research models that inadequately represent diverse patient needs. This panel will discuss the need for industry leaders to prioritize diversity and address health disparities. Beyond the ethical and moral motivations, we question whether medtech CEOs can really afford to ignore the global majority in their customer base. Themes include.

- Roadblocks and mindsets that inhibit health equity
- Solutions and good practice to optimise patient engagement in product design and clinical studies
- The challenges around engaging your investors

Participants

Moderated by;: Geoff Dobson - Non-Executive Director, Compass Executives

James Wong - Venture Partner, MedTech SuperConnector

Dan Cathie - CEO, Silveray

Anh Hoang - CEO, Jana Care

Zoe Chambers - Partner, Frontline Ventures

Afternoon Break

15:40 - 16:20

SESSIONS

DAY ONE - 29/04/2024

Charting MedTech M&A: Strategies, Trends, and the Road Ahead

16:20 - 17:00

Medtech M&A, poised for revival in 2023 after a slowdown, has instead deepened in H1. Simultaneously, funding for medical device and diagnostics firms has dipped, and public exits are scarce. A group of leading Tier 1 figures dissect current acquisition trends in Medtech, advising on effective approaches for potential buyouts. While no Medtech exit is assured, proactive strategies enhance readiness for opportune moments, this panel takes a key look to the trends of 2024 so far.

- Perspective on the M&A landscape for H2 and beyond
- Successful M&A transactions and underlying strategies
- Mastering the medtech exit, from early to late stage.

Participants

Moderated by;: Roger Gunnarsson - Senior Advisor, Segulah Medical Accelaration

Tejas Atawane - Director Of BD, Philips

Alexander Roe - Senior Director, New Business Development, Intuitive

Sergio Levi - Chief Strategy and Business Officer, Nitinotes Surgical

Christian Schenk - Investment Director, Apposite Capital

Cultivating Success through CVC Partnerships in MedTech

17:00 - 17:40

With the medtech landscape evolving rapidly and innovation at the forefront, many smaller medtech enterprises are turning to CVC for funding and strategic support. This symbiotic relationship allows them to tap into the resources of industry giants while providing innovation to larger players. Navigating the intricacies of CVC can be challenging, our panel of experts discuss the role of CVC in medtech, offering insights into securing successful CVC funding and building meaningful partnerships.

- Choosing the right CVC partner - a strategic approach
- Understanding CVC preferences in medtech ventures
- Building meaningful alliances: expanding resources and networks through CVC relationships
- Balancing autonomy and expectations in thriving CVC collaborations

Participants

Moderated by;: Vivien De Tusch-Lec - General Partner, RYSE Asset Management

Andreas Wüpper - Managing Director, Fresenius Medical Care Ventures

Beatriz Almansa - Senior Associate, Philips Ventures

Anthony Vallance-Owen - Senior Investment Manager, Werfen

Vivian de Ruijter - Associate, Intuitive

CLOSE OF DAY 1 AGENDA – NETWORKING PARTY

17:40 - 19:45

Join us at the end of day one in the exhibition hall for an unforgettable night filled with entertainment and thrilling surprises.

Evening Highlights:

- **17:40 - 19:30:** Savour a selection of fine drinks and exquisite culinary offerings, including cocktails, canapés, sushi, and Iberico ham carving
- **Entertainment:** Enjoy live music from our band and breath-taking performances by an aerialist
- **Games & Prizes:** Engage in fun games with a chance to win fabulous prizes throughout the evening
- **18:15 - 19:40:** Be mesmerized by the magic and illusions performed by our skilled magician
- **19:30:** Raise a glass of Prosecco and enjoy some anniversary cakes whilst we announce our prize winners
- **19:45:** Official closing of the reception

Enjoy:

- **Cocktails:** Delight in exclusive cocktails served at the HSBC and Qualio bars. Choose from Daiquiri, Espresso Martini, Pimm's & Lemonade, or Cosmopolitan
- **Photo Opportunities:** Capture memorable moments at our photo booth
- **Sweet Treats:** Don't miss our pick-a-mix stand for a sweet finale to your evening

SCHEDULE

DAY ONE - 29/04/2024

LSX MedTech Leaders

29th-30th April 2024
Business Design Centre
London

TIME	
08:00	**08:00** - REGISTRATION & BREAKFAST
09:00	**09:00** - LSX WELCOME ADDRESS **09:10** - Keynote Panel: Elevating Global Recovery Through Strategic Partnerships **09:50** - How Are We Defining Innovation?
10:00	**10:30** - Morning Break
11:00	**11:10** - Innovation = Centralisation?! A Discussion About The Future Of Innovation In Medtech **11:50** - Crossing the Valley of Death for Medical Devices
12:00	**12:10** - EU Market Entry - Demystifying Medical Device Reimbursement **12:50** - Lunch Break
14:00	**14:00** - Investor Insights - Shaping Success for Early-Stage Ventures **14:40** - Peaks and Valleys - Unravelling the LimFlow Acquisition Journey
15:00	**15:00** - Burning Money - The Bottom-Line Impact of Neglecting Patients **15:40** - Afternoon Break
16:00	**16:20** - Charting MedTech M&A: Strategies, Trends, and the Road Ahead
17:00	**17:00** - Cultivating Success through CVC Partnerships in MedTech **17:40** - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY

SESSIONS

DAY TWO - 30/04/2024

REGISTRATION & BREAKFAST

08:00 - 09:00

LSX WELCOME ADDRESS

09:00 - 09:10

Unlocking the UK's Medtech Potential: Innovation, Growth, and Partnerships

09:10 - 09:50

For medtech CEOs, understanding the UK's unique ecosystem, regulatory shifts, and potential for partnerships not only unveils a wealth of possibilities but also underscores the strategic imperative of harnessing this dynamic market to drive transformative advancements in patient care and industry growth. This panel take a looks at some of the recent updates in the UK medtech landscape, and how medtech companies can leverage the UK market. For medtech CEOs, comprehending the UK's distinctive ecosystem, regulatory shifts, and partnership potential is a doorway to abundant opportunities

- How have recent UK regulatory changes affected the industry
- How can companies position products effectively in the UK market
- What support is available for global medtech firms in the UK?
- Medtech success stories in the UK

Participants

Moderated by;: Lotus Qi - Head of MedTech, Capital Enterprise

Konrad Dobschuetz - Chief Enterprise Officer, UCL Partners & NHS

Giles Hamilton - Operating Partner, New Growth Advisors

Peter Dines - Managing Director, Mercia Ventures

Alexandra Lindsay - Investment Director, Maven Capital Partners

Bala Balagaru - External Affairs Director, Johnson & Johnson

From Niche to Norm: Medtech's Vision for Precision Medicine

09:50 - 10:30

Precision medicine is revolutionizing the medical device industry with groundbreaking solutions within diagnostics, digital devices and imaging. This transformative journey is marked by strategic partnerships and extensive hiring initiatives, illustrating the industry's commitment to collaborative growth. Despite notable progress in personalized healthcare, challenges persist. Achieving scalability and standardization remains a hurdle, requiring a fusion of patient-centered practices, actionable diagnostics, and impactful therapies.This integration acts as a bridge, unlocking widespread benefits for millions of patients and propelling personalized healthcare from a niche triumph to a universal standard. This panel takes the pulse of how medtech is taking part in the precision medicine boom.

- Tier 1 manufacturers' strategy and outlook for enhancing precision medicine portfolios.
- How to secure and sustain innovation leadership in precision medicine for medtech companies.
- Insights from leading regions in precision medicine; identify high-potential international markets for medtech expansion.
- How companies utilize patents to drive innovation in precision medicine.
- Understanding current investor perspectives on the precision medicine landscape in medtech.

Participants

Moderated by;: Alexander Stanke - COO & Managing Director, Preventicus

Frank Maddux - Global Chief Medical Officer, Fresenius

Ana Maria Maiques Valls - CEO, Neuroelectrics

Joachim Reischl - Head of Innovation, Diagnostics and Precision Medicine, Danaher

Neel Patel - Co-Founder & CEO, ZiO Health

Morning Break

10:30 - 11:10

Private Equity – A Catalyst For Innovation, Expansion And Success

11:10 - 11:50

In an era where agility, scalability, and regulatory finesse are paramount, medtech CEOs are increasingly turning to private equity as not only financial backers but strategic allies who offer expertise, guidance, and a shared commitment to advancing patient care through groundbreaking technologies. Embracing this alliance can empower medtech CEOs to navigate complexities, accelerate growth, and amplify the impact of their ventures on a global scale. A panel of private-equity leaders discusses how they plan to engage with medtech companies in H2 and beyond.

- What value-add does private equity bring beyond capital
- How do PE firms assist medtech companies in navigating industry challenges
- What are PE firms approaches to exit strategies

Participants

Moderated by;: Beat Merz - Managing Director, New Harbor Venture Partners

Sam Gray - Managing Partner, Apposite Capital

Philip Lavin - Co-Founder, Melior Capital Management

Arnaud Vincent - Managing Director, Eurazeo

Driving Growth in Medtech: Navigating the Intersection of Innovation and Scale

11:50 - 12:10

Explore challenges converting ideas to products, turning challenges into opportunities, and balancing innovation with volume production, alongside real-world examples and actionable solutions.

Participants

Oliver Foellmer - Product Marketing Manager, X-Fab MEMS Foundry

SESSIONS

DAY TWO - 30/04/2024

Deciphering the Path to US Market Entry - What Does It Take?

12:10 - 12:50

Navigating the complex journey of bringing a medical product to the U.S. market involves numerous strategies and often difficult to decipher processes. A panel of medtech leaders delve into these intricacies, elucidating a clearer path for EU companies targeting the American market.

- How can companies effectively identify and engage key stakeholders in the U.S.
- What are the critical factors and considerations unique to the U.S. market that companies need to be aware of
- Common pitfalls for companies entering the US market for the first time

Participants

Moderated by;: Giorgio Castagneto Gissey - CEO, Keyron Medical Technology

Hubert Zajichek - CEO, Co-founder & Partner, Health Wildcatters

Chris Springate - CEO, ARC Medical

Thom Rasche - Managing Partner, Earlybird

Assaf Barnea - Managing Partner, Sanara Ventures

Sanjay Parekh - Global Strategy Business Development, Perspectum

Lunch Break

12:50 - 14:00

Mastering Regulatory Challenges in the American Medtech Market - Essential Insights for Global Expansion

14:00 - 14:40

Navigating the intricacies of the American medtech market is a formidable task, particularly for CEOs expanding their global reach. In a landscape characterized by divergent product categorizations and standards across regions, understanding what medtech CEOs need to know is paramount. This panel discussion is dedicated to shedding light on these critical considerations.

- Designing regulatory strategies to support global expansion
- Key considerations when investing in clinical investigations
- Critical factors for U.S. medtech expansion

Participants

Moderated by; : Peter Bowness - VP Regulatory Affairs Europe, MCRA

Joseph Sapiente - Vice President, MDIC, MDIC

Filip Peters - CEO, Acorai

Jon H. Hoem - Founder, Cardiac Impact

Developing Your Clinical Trial Strategy – Meeting Compliance

14:40 - 15:20

In the dynamic world of medtech, the journey from innovation to market success hinges on a well-crafted clinical trial strategy, this panel aims to equip medtech companies with insights and strategies necessary to navigate the intricate landscape of clinical trials and regulatory compliance in Europe.

- Exploring the best European countries for clinical trials, considering their impact on trial effectiveness
- Ensuring trials align with regulatory requirements by understanding essential data elements for compliance and robust results
- Identifying and avoiding common pitfalls to secure approval for market entry
- Geopolitcal and geoeconomical effects on clinical trial strategy

Participants

Moderated by;: Katarina Hedbeck - CEO, Tada Group

Vanessa Vankerckhoven - CEO, Director & Co-Founder, Idevax

Maria Nyåkern - Founder & Owner, Nyakern Nexus

Dan Rose - Former CEO, LimFlow

Matt Curran - CEO, Nanoflex Robotics

Connecting Visionary Ideas With Real-World Impact – Bridging Fundamental Innovations With Commercialisation

15:20 - 16:00

In the realm of medtech, groundbreaking innovations have the potential to revolutionize patient care and industry progress. Yet, the path from innovative ideas to commercial success is riddled with challenges. This journey involves bridging the gap between groundbreaking concepts and practical market realization. This discussion aims to tackle how companies can jump from innovation to real-world impact.

- Bouncing back from the trials and tribulations of taking a product bench to bedside
- How can early-stage medtech companies form vital partnerships to expedite innovation development, validation, and market entry?
- IP Protection as an early stage medtech company

Participants

Moderated by;: Daniel Green - Principal Fellow, Entrepreneurship, Imperial College London

Omar Butt - Co-Founder, Imperial College London

Michael Lewis - Scientific Director of Innovation, NIHR

Elodie Brient-Litzler - COO & Co-Founder, AVATAR Medical

Laurens de Vries - Venture Capital Analyst, Heran Partners

SCHEDULE

DAY TWO - 30/04/2024

LSX MedTech Leaders

29th-30th April 2024
Business Design Centre
London

TIME	
08:00	**08:00** - REGISTRATION & BREAKFAST
09:00	**09:00** - LSX WELCOME ADDRESS **09:10** - Unlocking the UK's Medtech Potential: Innovation, Growth, and Partnerships **09:50** - From Niche to Norm: Medtech's Vision for Precision Medicine
10:00	**10:30** - Morning Break
11:00	**11:10** - Private Equity – A Catalyst For Innovation, Expansion And Success **11:50** - Driving Growth in Medtech: Navigating the Intersection of Innovation and Scale
12:00	**12:10** - Deciphering the Path to US Market Entry - What Does It Take? **12:50** - Lunch Break
14:00	**14:00** - Mastering Regulatory Challenges in the American Medtech Market - Essential Insights for Global Expansion **14:40** - Developing Your Clinical Trial Strategy – Meeting Compliance
15:00	**15:20** - Connecting Visionary Ideas With Real-World Impact – Bridging Fundamental Innovations With Commercialisation