

HealthTech Innovation Days

October 13&14 2022

At the HealthTech Space in Paris and virtually

At the forefront of innovation toward patient care

- + **800** Registered participants with 500 in Paris
- + **1,600** Private meetings
- + **19** Conferences with 86 speakers
- + **165** Selected European Healthcare companies
- + **15** Pharmaceutical groups & industrial
- + **300** investors from all around the world

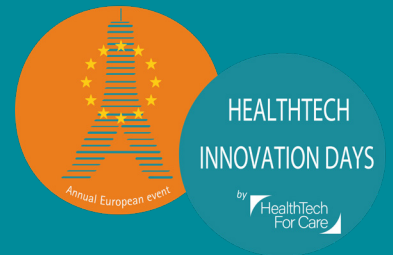


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Organized by:



The European Forum: HealthTech Innovation Days

Interview of Maryvonne Hiance, President of HealthTech For Care, Initiator of HTID



This HealthTech Innovation Days 4th edition, a European event in Paris, was again a **real success!** We gathered during 2 days: October 13&14 2022, at the HealthTech Space, more than **800 attendees** who could discuss, exchange, debate in order to bring faster innovative therapeutic solutions to patients.

This year we had a **high percentage of European participants** in terms of companies attending, of speakers and, also in terms of institutional representatives and investors. We welcomed more than **300 global investors, 165 European companies, about 15 pharmaceutical groups and more than 1600 private meetings and networking.** We also welcomed representatives of the European Investment Bank, of the European Commission with the participation of its Health Director and several European personalities.

It's essential for us to have this global vision of the Healthcare European system.

HTID provides an opportunity for all European players to meet. We are conscious that Europe will play a major role in the future to accelerate these innovative technologies.

We spent two days of very rich round tables discussing **various topics for the years to come:** on innovative Therapeutics, on the need of talents, on the microbiome....

I would like to thank all our sponsors who have enabled us to hold this event. Many sponsors have been dedicated, as long term partner, since the beginning and encourage us to continue.

In conclusion, for 2023 we aim to continue our work to accelerate European innovative companies to bring faster their solutions to all patients.

Interview of Marc Dechamps, board member of HealthTech For Care - [Replay](#)



It was a pleasure to discuss with Pierre Courteille during the opening ceremony of these HTID4.

We must be very proud of the success of this 4th edition!



The idea was to discuss the dynamics, the agility of the bio-clusters and bioregions we have in Europe and the reality is that we have a very high innovation level in Europe.

Support to innovation exists, but until a certain stage, because when SMEs, which are really a generator of innovation, are looking for more money, are willing to grow, it's more difficult.

Therefore, we are very pleased to see that nowadays, **we have more and more growth investors**

in Europe, however we also need investors all along the development stages of the companies. It's not one or another because what we see that some growth investors are leaving the field of early stage for focusing on growth only. **We need investors all over the place supporting the Development of innovation.**

The next discussion point was about the talent, **the talent development.** The European ecosystem is in fast development and being in fast development means we need to generate more and more new talents, we need a new generation of talented people joining this sector of activity.

We, therefore, constantly need to really make sure that we interest people, young people, to go into sciences and dedicate their career, whether they are pure scientists, bioengineers....

Generating new talents on top of upskilling and reskilling talents is really something crucial.

We discussed also The activity of the European cluster to support the European Commission when, during the Covid 19 pandemic crisis, 2 years ago, the European Commission was looking to was looking to increasing the capacity of production of COVID-19 vaccines. It was also critical to ensure that big corporation developing vaccines were aware that 300 companies all across Europe were available to support that challenge.

CEBR, the Council of European BioRegions, also supported the same process for the Covid-19 therapeutics accelerating of the development of the new therapeutics and essential medicines for treating patients unfortunately already affected by the disease.

This is a summary of the messages we wanted to bring to the audience during the opening ceremony of HTID4!



European Support



Hubert Gambs, Deputy Director General DG GROW - Internal Market, Industry, Entrepreneurship and SMEs - at the European Commission - [Replay](#)

"The 4.1% increase in healthcare spending in 2022 is structurally higher than global GDP growth and highlights the long-term trends that are still intact and are the fundamental drivers of healthcare markets: the increase in the world's population, its ageing, the constant progress of medical treatments combined with the expansion of public healthcare systems. The European Commission wants to have Europe as a preferred location for life sciences. Among the many initiatives taken is the **Important Project of Common European Interest ('IPCEI')** in the area of health, a key strategic instrument that brings together expertise, financial resources, and economic actors to overcome market failures and societal challenges. **Also worth mentioning is the European Commission's ongoing work on intellectual property rights with the imminent launch of the Unitary Patent system to support EU competitiveness.** Europe's success in health innovation is a long-term objective, serving the EU's economic success and strategic autonomy. "



Video of Roland Lescure, French Minister Delegate to the Minister of the Economy, Finance and Industrial and Digital Sovereignty, in charge of Industry- [Replay](#)

"Innovation in health is based at least as much on individual discoveries, bets as on collective dynamic involving the entire ecosystem.

I would like today to reaffirm our ambition; we want to make France a leading nation in terms of industry innovation in health. As you all know, health is at the heart of major innovations.

As Minister of Industry, I want more factories, I want more labs, I want people on the ground [...] so I want to reaffirm here that we are implementing this collective dynamic [...] and this big push came with the 2030 Health Innovation Plan. **I am convinced that we need to bring the world of research closer to the business world, this is one of the goals of the so-called "loi PACTE", a law for business growth and transformation.**

Moreover, we are creating the French equivalent of the biomedical advanced research and Development Authority, the famous BARDA.

But our vision goes beyond french border, **we need to have strong actions at the European level in this respect**, France is promoting the launch of the important project of common European interest, the so-called IPCEI, that represents €1.5 billion in the field of health.

As you can see, we are making a very strong bet on innovation and if we can do so, it thanks to all of you. Bringing all of you together ... is key to promote the dialog between start-ups, large groups, investors, and public authorities."



Andrzej Rys, Principal Scientific Adviser, Directorate-General for Health and Food Safety, European Commission - [Replay](#)

«The European treaty gives us the directions in the health policy field, it basically says what we can do or not but is helpful to shape the great Europe as we cannot go too far with national systems.

We can today regulate several areas like pharmaceuticals including in the field of clinical trials where one single application allows to perform a trial in all 27 countries plus Norway and Iceland.

But the COVID-19 pandemic causes a lot of new issues, its mortality impact has been unprecedented in countries with different health systems and workforce capacities.

To overcome such situation, building a European Health Union is key to reinforce our health security framework and be better prepared for health crisis. We gave the European Medicine Agency new edition mandates for central disease control, we created HERA [...] but need to go further and define a pharmaceutical strategy for Europe. The Europe beating cancer plan and the European Health Data Space are part of it.

Finally, to fund the EU4Health programme, **€ 5.3 billion will be allocated between 2021 and 2027.** Moreover, the Recovery and Resilience Facility (RRF) will help to rebuild infrastructures after COVID.

Economic and societal issues

Build tomorrow's healthcare for all European citizen

To watch the replay click [here](#)



Interview of Christian Pierret, French Former Minister in charge of Industry

Our goal is to bring innovation to patients. During the first round table of HTID4, dedicated to 'How to build tomorrow's healthcare for all European citizens', the uptaken message was: How to provide a new healthcare with an adequate ecosystem?

Who knew, which kind of turmoil the COVID-19 crisis would bring and how to propose to patients new treatment methods.

And perhaps a new relationship between companies, academic bodies, hospitals on one side and patients on the other side. We are certain that for the new era we are entering in, probably **the health system will evolve and will change a lot.**

To tackle the new situations like, for instance, new bacteria and viruses, renewed methods are key for Europe to develop and for the world to be financially boosted.

I believe in the new possibilities in healthcare offered by the new therapies, for example, genetic therapy, immuno-oncology, genomics, DNA sequencing, microbiotics etc.

Swift innovation, to bring a prompt answer to the challenges we have to cope with, is possible **if we associate patients as proactive actors of the healthcare ecosystem and if you consider a patient not as simple organism** but as a person with his sociologic, his ability to react, and his will to overcome the disease.



Speakers of this round table

Christian Pierret, *Former Minister of Industry (moderator)*

Daniel Cohen, *Medical Geneticist, Co founder of Genethon and serial entrepreneur*

Michel Goldman, *President I3h Institute at the Free University of Brussels and Former Executive Director of the European Medicines Initiative*

Felicitas Riedl, *Director of the Innovation and Competitiveness Department - Projects Directorate at the European Investment Bank*

Funding Innovation: is there a creative approach smarter than pouring money?

To watch the replay click [here](#)



Interview of Philippe Lopes-Fernandes, Executive Vice President, Chief Business Officer, Ipsen

There has been a sharp drop in biotech market valuations this year. Both the Nasdaq and SPDR S&P biotechnology indices are significantly down in the year-to-date, by about 10% and 30%, respectively. European biotech companies are particularly impacted by this downtrend as they tend to raise funds in smaller rounds, which means there is less cash to fall back on for unexpected challenges.

It was exciting to moderate a panel on 'Financing innovation in Europe' and we had some great discussions about driving innovation from France and Europe onto the global stage to ensure it reaches patients across the world. At Ipsen, this is where we would like to play a key role – working in partnership with European biotechnology companies and academia to bring their innovative ideas to advanced stages of discovery, clinical development and ultimately commercialisation so they become treatments for patients underserved by existing solutions.

Although its research is more diffused than in the United States, Europe has a strong heritage in healthcare and a larger community of research talent. This can shape an environment that is more conducive to bringing the next generation of treatments to patients around the world. Furthermore, it can help establish more robust life sciences innovation hubs in Europe such as Boston. It was particularly interesting to see that all our panellists pointed out to these competitive advantages that Europe has in a discussion about raising funds.

Often, entrepreneurs, scientists and academics who found an interesting mode of action tend

to focus almost exclusively on raising funds to test them. There is a tendency to overlook the power of the ecosystem in bringing an idea from bench to bedside. I believe the key message of our panel discussion was to look at creative ways for funding and for taking an idea through testing and development. Raising funds may mean attracting private venture capitals, public funds like the BPI or European Commission grants. Equally, mentoring and leveraging the expertise of established players can play a critical role in avoiding common and steering things in the right direction.

At Ipsen, we play a key part in the life sciences innovation clusters in Europe and in France. We are committed to investing €3.5bn in external partnerships with biotechnology start-ups and academia by 2024. Testament to our commitment are two strong collaborations with GENFIT, in France, and IRLAB, in Europe, with which we are evaluating potential medicines for people living with a rare liver disorder and Parkinson's disease, respectively. Additionally, we provide mentorship through programmes such as France Biotech and support start-ups looking to innovate in Europe. As announced on stage, we became one of the two pharma founding sponsors of the life sciences innovation hub Biolabs-Hotel Dieu. This alliance with Biolabs in Paris will provide biotech start-ups with laboratory and office facilities, as well as access to the APHP academia and patients. We are really excited to expand on our long-standing partnership with Biolabs and help early stage biotech advance their science in an emblematic historical monument, in the heart of Paris.



Speakers of this round table

Philippe Lopes-Fernandes, Executive Vice President, Chief Business Officer at Ipsen (moderator)

Laurent Arthaud, Managing Director for Investments in Lifesciences, Ecotechnologies and French Tech at Bpifrance

Iordanis Arzimanoglou, Programme Manager for Health and Biotechnology, at European Innovation Council, European Commission

Jean-Marc Bourez, CEO ad interim at EIT Health, Managing Director EIT Health France

Enric Claverol-Tinturé, Programme Manager for Medical Technologies and Medical Devices, at European Innovation Council, European Commission

Johanna Michielin Head at Biolabs France

Covid wake up call on health innovation investments – Opportunities and turbulence

To watch the replay click [here](#)



Interview of Cédric Moreau, Partner at Sofinnova Partners



It was an honor to moderate this panel, which addressed **the opportunities, turbulence and challenges of the COVID-19 outbreak** – which we all underestimated, to be candid and transparent.

Last year I addressed pretty much the same topic as a speaker here, but this year I felt it was important to me as a moderator to highlight the challenges – not just the opportunities – with quality speakers.

We started with **Joe Costa, a Principal at Apollo**, who took us through the views and the strategic stance of this big alternative financing group: **how they deal with health care, how they see innovation, how they benchmark Europe versus the USA**. It was very inspiring and encouraging for us to hear from such an important person, from a firm that is able to deploy so much capital in our industry and especially in Europe.

Next up was **Elena Coluccelli-Guérin, Managing Partner, Healthcare M&A, at Rothschild & Co**, banker with a global view and a lot of experience with SMEs. She knows exactly how challenging it is right now to finance young biotech and MedTech companies, so her views on how bankers can exercise their creativity in the current context was of paramount interest.

Creativity and banking are not usually words that go very well together, but I appreciated it when Elena **showed us how essential it is to weigh every option when you may be faced with a more turbulent environment**.

Then, since HTID is all about putting patients at the center of what we do, it was great to have **Aniz Girach, Chief Medical Officer of ProQR Therapeutics**, with us. He deals with the EMA, and the FDA and had to manage clinical trials during the pandemic, so what he had to say was inspiring though there were some challenging and quite negative messages about the regulatory bodies not delivering what they promised in terms of flexibility regarding the data they have to assess. But on the other end, **he highlighted some opportunities that didn't exist prior to the outbreak**.

And finally, I think **Yann Le Flohic, from the Life Sciences Acceleration Alliance**, did a great job issuing a wake-up call, which reflected the title of our roundtable, underscoring how important it is to continue to be invited around the table. Biotechs, MedTechs, healthcare SMEs – but also VCs – need opportunities to champion our innovations; we need to be invited back to the table to ensure we are considered and can continue to save



Speakers of this round table

Cédric Moreau, Partner at Sofinnova Partners (moderator)

Joseph Costa, Principal at Apollo

Elena Coluccelli-Guérin, Managing Partner, Healthcare M&A, focus on mid cap at Rothschild & Co

Aniz Girach, Ophthalmologist, Board Director, Chief Medical Officer at ProQR Therapeutics

Yann Le Flohic, Deputy Chairman of the Board at Life Sciences Acceleration Alliance

Particularities of investing in digital health

To watch the replay click [here](#)



Interview of Sophie Pelé, Partner at Dechert LPP

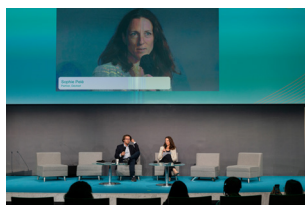


As a life sciences regulatory lawyer, I have learned **that digital health is unique**, particularly regarding regulatory status and reimbursement, as it overlaps the tech and life sciences industries.

The regulatory status of a product is very narrowly defined and may not apply to all types of products. The pros and cons of each product category should be considered as early as the development stage, as after this point it's very difficult to switch from one category to another.

Regarding reimbursement, seen as the gold standard for financing in life sciences industry, **it is not adapted to the unique features of digital health**: digital products often create savings for "Social Security" funding or for hospitals, whereas the benefit to patients is assessed for the reimbursement. Pending changes in the regulation, reimbursement of digital health is often provided through exceptional mechanisms. In any case, we recommend to onboard reimbursement sufficiently in advance in the development process in order to generate appropriate data. Also, other sources of revenues should be considered, notably to monetize certain data gathered. **This leads to IP rights**. Unlike in life sciences, patents may not be applicable as such in the digital field, but plenty of other types of protection may be provided in contracts and licenses.

In conclusion, regulatory, **reimbursement and IP questions remain key in digital health**, although they are not all mature yet, and should be onboarded at a very early stage (before designing the market access plan) to really shape the development path of the products in the best possible timeframe.



Interview of Simon Turner, Partner at Sofinnova Partners



Digital health is an extremely interesting space because of the diversity it provides: **it is the perfect meeting point between life sciences, knowledge, experience, and tech**. Contrary to the well-known and traditional models used in the life science industry, the tech industry must use totally new data-centric models because digital health is a new generation of fully digitized assets. In terms of investment, it is fundamental to understand the needs of the life sciences sector, as well as the commercialization, revenue generation models and valuations of digital health companies. Unlike what we saw in the past in biotechs and medtechs, which had a very linear de-risking approach and were allowed to value a company based on the potential total marketability of the asset itself, with risk discounted back to where it was in stage of development, do not necessarily apply here.

In digital health, **investors look for companies with revenue generation potential**, which will generate returns very quickly. In addition to this basis where experience and expertise are needed on both sides, our approach is to have a strong and longstanding knowledge of life sciences before applying it to the tech context. That way, you're able to assess and understand the risks associated with reimbursement, regulatory, and IP, but also to see how the tech component plays into it and have these massive potentials that we're seeing in this space.

Speakers of this round table

Simon Turner, Partner at Sofinnova Partners

Sophie Pelé, Partner at Dechert LPP

Keynote: People at the heart of Life Science Investing

To watch the replay click [here](#)



Interview of Sabine Dandiguan, *Managing Partner, Jeito Capital*

"Probably the most important point are the patients we are serving because the unique methodology of Jeito - which is European biopharma growth fund focusing on breakthrough innovation - **is really to focus on patient journey to address high unmet needs.**

Understanding the patient journey to define and target the right population to accelerate market entry and then expand **that first population is our obsession.**

We indeed work on understanding the pathology, the symptoms, the patients, the treatments that they are going through to define an unserved subpopulation and then try to fine-tune the clinical development around that first population.

Because when you can help those patients, **the authorities give you obviously acceleration path and then we expand the population. That's the first aspect.**

The second aspect is around people, notably the CEOs, and the leadership teams. Those people are making the difference in creating that strategic road map and executing. So in our investment strategy we are very cautious and very demanding, and we are partnering with the portfolio teams to help them unleash their ambitions, to help them indeed think to develop their innovation in Europe and US from the beginning, integrating the sophistication of these markets. Jeito can be considered then as an expert partner to help them go further.

Committed scientific founders and leaders who are really bringing the company to the next level is a very important point.

There is in Jeito an integrated team combining both scientific and industry expertise across all phases and aspects of pharma development, with an inclusive & collective approach to drive future performance.

So, if I joined this journey after a very long career in pharma industry, it's because I believe in the power of people and because I think people can make the difference."

Social impact of an effective North Atlantic Bridge for long-term innovation

To watch the replay click [here](#)



Interview of Pierre Courteille, *CCO & VP Business Development at Abivax*

We are 20 years late compared to the US ecosystem and our ecosystem is still in construction. Of course, we must look at the US, but also, we need to have our own identity here in Europe because we are not a federal organization, we are a union, the European Union and we need to find our own way, **there are still some difficulties to tackle, and we know that.**

Europe needs to be independent in terms of production, Europe needs to continue to push our homegrown research and centers of innovation and excellence all around the continent. We have terrific research in Europe, and we really need to continue in that direction, bridging with non-European research centers when necessary, especially the US.

There were also many discussions about financing, **we should of course continue to finance research, and even finance it more and better if we want to remain at the top of research in the world.** The main issues relate to difficulties in financing the late clinical development by European companies, as we see that healthTechs in Europe, especially biotechs, are lacking funds (the Death Valley). When the question is to raise more than 150 million euros, then all biotechs are confronted with this difficulty at the end of phase two and companies have to knock at the door of non-European investors, mostly US investors. Usually, this asymmetry of financing capabilities between Europe and the US comes with a change of company control which is a loss for Europe compared to the investment in research. **The diagnostic has been made, it is time for action at the European level.**



Speakers of this round table

Pierre Courteille, *CCO & VP Business Development at Abivax (moderator)*

Gabriela Apiou, *Strategic Alliances Director at Massachusetts General Hospital, Harvard Medical School*

Florian Eichler, *Director of Center for Rare Neurological Diseases, Massachusetts General Hospital, HMS*

Being Listed: Challenges and Opportunities

To watch the replay click [here](#)



Interview of Guillaume Morelli, *Head of Listing France, Portugal and Spain, Euronext*

I had the pleasure to moderate a panel with three successful entrepreneurs to discuss about the challenges and the opportunities of being listed for Healthtech companies.

We are coming out of a period where the Healthtech industry was on the front line to help us face the public health crisis, and this sector gathered a lot of interest from investors from all over the world. Now we are entering into a new challenging timeline, which is much more macro-economically driven, where Healthtech companies must grasp how to manage and moderate the level of risk as perceived by investors. We discussed the following trends:

First, investors are willing to focus and to spend more money on larger projects and with more ticket sizes. We see it as a sign of maturity. On a stronger project, we also need to have entrepreneurs who are more ambitious and willing to represent the Healthtech mission all around the world.

Second, and what we think will become more important in the coming years, is how to do better, but also for cheaper. We need to protect and to manage the cost efficiency of our Health industry. This also applies when we talk about financing, and we identified increasing interest around financing very innovative solutions. As the first market for Healthtech in Europe, Euronext helps to build partnerships with the pharmaceutical industry and to find new ways to get financing through partnerships with specialist investors across the world, creating a lot of opportunities. These will be mostly designed for listed companies; this is why we believe that the number of IPOs within the Healthtech industry in Europe will increase and continue to increase in the coming years.



But to do this properly, a company needs to anticipate its IPO project, getting familiar with the capital market ecosystem and processes, communication, and the responsibilities that come with being a listed company. Hence, we notice more and more traction from entrepreneurs willing to get prepared a few years before a potential listing through Euronext's pre-IPO programme called TechShare, dedicated to fast growing Tech companies.

And third, no European Healthtech company has reached a critical size. The sector focuses all the attention of European and US investors. In order to be perceived as a continental ecosystem, we need to go further. This is why we launched Euronext Tech Leaders, a segment dedicated to Scale-ups, Unicorns and even larger listed companies among the Tech industries. Healthtech is very well represented among these, and this is key to create the very first pan-European capital market, able to finance the very best of Europe's Healthtech champions.



Speakers of this round table

Guillaume Morelli, *Head of Listing France, Portugal and Spain Euronext (Moderator)*

Dominique Costantini, *Chairman and Director development at OSE Immunotherapeutics*

Michael Kloss, *CEO and Co-founder at eureKING*

Jean Luc Vandebroek, *Chief Financial Officer, IR and Communication at Hyloris Pharmaceuticals*

Digital innovation tools empowering patients in collaboration with healthtech, pharma and investors

To watch the replay click [here](#)



Interview of Anaïs le Corvec
Co-Founder, Cliclab Transformative Agent

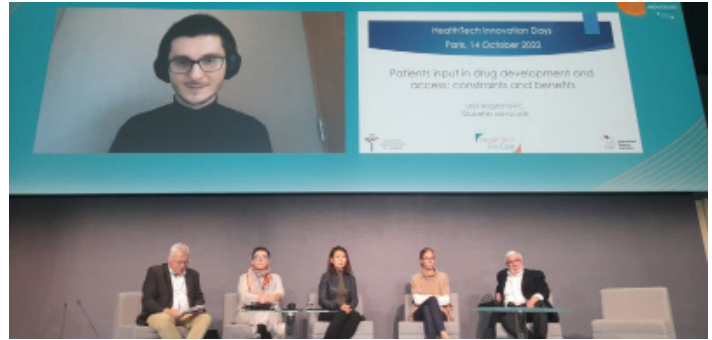
The purpose of the session was to **summarize what was discussed at the HTPF (HealthTech For Patients) meeting last May**. We had two round tables during this half day dedicated to digital health, concretely one on **digitization** and how to foster patient-oriented innovation and the second on more concrete examples of **point-of-care diagnostics**.

The key takeaways from the digitization roundtable are related to the different measures **to ensure that patients are involved in the design of technology and the development of technology**, regardless of if it's very simple or very complex. **They must be involved and not mere observers**.

Alain Herrera then presented the results of the other panel dedicated to the point of care using a few examples, such as the Moovcare software which allows, in patients with lung cancer, to detect recurrences earlier and start a new treatment more quickly. This illustrates how these technologies are really evolving and how they affect patient care and treatment.

Ariana Pharma, presenting its own technology, it's what they call explainable AI. They gave us a few examples, such as their development in the Alzheimer field, showcasing how their technology has enabled faster and more focused development.

We had obviously also a patient advocate participating to this discussion. Uros is living with type 1 diabetes; he explained what his own journey has been and how in the last 10-20 years this has improved quite a lot in terms of how patients are involved and how patient can participate in finding



solutions. For example, when looking at the glucose blood level determination, a diabetic patient is using daily testing to ensure the proper insulin dosing. Some techniques still present issues and bias, for instance if you use some cream before the testing or if you take some drugs before testing and this is never explained to patients. It's a concrete example of the need to involve the patients, to ensure better result, and correct use of devices.

It was also very interesting to have **Jenny Yip from Adjuvant Capital**, an investment fund, to explain how they invest. It's clear for them that **digital tools are the way for the future**. However, when expanding their investment what they're looking at and are expecting, are obviously projects/companies that give return but also change and impact society.

I think in a nutshell there was quite a little bit of interesting discussions. Again, digitalization is quite inevitable. However, **it's essential to make sure that everybody is involved and, that patients are definitively taking part in the development of these new technologies**.



Speakers presentation

Erik Tambuyzer, *Innovator in healthcare (moderator)*

Uroš Bogdanovic, *IDF Young Leader in Diabetes*

Alain Herrera, *Oncologist and Hematologist*

Anaïs Le Corvec, *Co-Founder at Cliclab Transformative Agent*

Christian Policard, *Founder at BDC*

Marion Soto, *VP Business Development at Ariana Pharma*

Jenny Yip, *Managing Partner at Adjuvant Capital*

Matching the required talents for a sustainable development: constraints and opportunities!

To watch the replay click [here](#)



Interview of Claude Bertrand,
Executive Vice President R&D, Servier

The most interesting part of this panel was, for me, the mix of representatives from pharma, biotech, whether mid-size or large size biotechs and VCs. We highlighted that when it comes to talent attractivity and talent retention... we all have the same challenges.

Secondly, it was interesting to see that we all ended up with the same conclusion: money incentive is only one part of the equation, especially for the youngest generations. Bernard Gilly, from GenSight Biologics, pointed out that even for older generations the sense of purpose is now very important in the decision to join a company and to continue working there in the long run. It is very clear!

Third point is competition for talents. On one side, it is to have the right skills linked to new technologies such as gene therapy or cell therapy. On the other side, it is to attract highly experienced people, especially for biotech companies. In other words, people who have done it, who have been through the entire value chain from research to development with a great experience in drug discovery i.e. true "Drug hunters"!

Unfortunately, we did not have enough time to discuss further how to foster diversity and create a culture that is open enough to learn from the best in the US or in Europe by also capitalizing on the different approaches in terms of drug development and interactions with agencies.

At the end, we all came to the same conclusion that it is very difficult to have purely US people in a company. Employees who have only lived and worked in the US must come to Europe to understand the differences and will need to adapt to be successful in Europe and even in Asia.



Speakers presentation

Frederik Alberchtsen, *Consultant at Russell Reynolds Associates (moderator)*

Claude Bertrand, *Executive Vice President R&D at Servier*

Elsy Boglioli Hofman, *Founder and CEO at Bio-Up*

Marie Daniel, *General Secretary at TreeFrog Therapeutics*

Bernard Gilly, *CEO at GenSight Biologics*

Vanessa Malier, *Managing Partner at Kurma Partners*

Health issues for the future



Age-related diseases, a continuum from birth to death

To watch the replay click [here](#)

Interview of Gary Waanders, Head of Investor Relations and Communications at AC Immune

We heard some important information and perspectives during this panel dedicated to "Age-related diseases, a continuum from birth to death".

I think that the biggest development is that in several fields for age-related diseases we are moving towards greater precision and that means **identifying and diagnosing patients appropriately**, being able to monitor disease accurately and hopefully that will lead to treatments being developed with a better rate of success.

So in this way, when you begin a trial, **it's with the right sort of patient with the right type of disease, and hopefully then you can have your targeted therapy tested in the most appropriate context.**

It was interesting to see that there is cross-fertilization between areas that were previously not considered very closely related, oncology on one side and degenerative diseases on the other.

And how that might be overlapping with certain diseases of the central nervous system, so including neurodevelopmental diseases but neurodegenerative diseases. **It's great to see cross-fertilization of the fields and how a single molecular target may one day be applicable to a variety of these different therapeutic areas.**



Speakers presentation

Antoni Montserrat, Vice President at the Luxembourg National Committee for rare diseases (moderator)

André Baruchel, Professor of Paediatrics - Head of Department at APHP, University of Paris

Ross Jeggo, Global Head of R&D Neuroscience and Immuno-inflammation at Servier

Walid Kamoun, Global Head of R&D Oncology at Servier

Ana Limon, SVP Clinical Development & GMA. at Oryzon Genomics

Gary Waanders, Head of Investor Relations and Communications at AC Immune

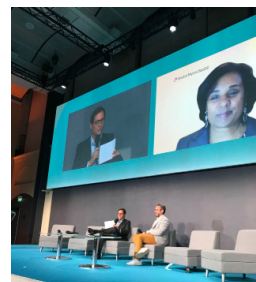


How collaboration between pharmaceutical and biotech companies may unleash the full potential of cell therapy?

To watch the replay click [here](#)



Interview of Luigi Ravagnan,
Executive Director & Worldwide Strategic Collaborations, Global Medical Affairs at Bristol Myers Squibb



During this roundtable, dedicated to the collaboration between pharmaceutical and biotech companies, we had an opportunity to illustrate how pharmaceutical companies partner with the innovation ecosystem, with a particular focus on France. This has been a fil rouge of Bristol Myers Squibb's participation to the HTID: indeed, two years ago, we discussed the collaboration with an academic center active in oncology, Institute Curie, while last year we had a dialogue with a venture capital fund, Innobio2, which operates in several therapeutic and research areas. This year we wanted to complement this mosaic with a focus on a biotech company active in the cellular therapy, using this very exciting area as an example of how pharmaceutical and biotech companies can collaborate.

First, we had an overview on how a pharmaceutical company such as Bristol Myers Squibb is contributing to advancing the field of cell therapy through a pipeline of next generation CAR-T and an expanding global manufacturing network. Then we heard about the specificities and expertise that a biotech company like Treefrog Therapeutics is bringing to the table, particularly their C-Stem platform, which enables the production of several billions of cells without compromising quality and with a high level of reproducibility.

Then, there was a very interesting exchange around main synergies and opportunities in cell therapy that biotech and pharmaceutical companies can tackle together. Several topics were highlighted such as potential new modalities and manufacturing trends within the industry. Finally, there was a discussion on different strategies that a pharmaceutical and a biotech company pursue in identifying their external partners.

The session closed with a question from the audience on the role of academic centers in collaborating in the field of cell therapy. With no surprise, both panelists stressed that academia is a very important component in this collaboration ecosystem.



Speakers presentation

Luigi Ravagnan, *Executive Director & Worldwide Strategic Collaborations, Global Medical Affairs at Bristol Myers Squibb (moderator)*

Michael Lanero Fidalgo, *COO at Treefrog Therapeutics*

Shivani Srivastava, *Vice President, Cell Therapy Development at Bristol Myers Squibb*



Interview of Christophe Cosio,
Value, Access and Policy Executive Director, Amgen France

Our round table was focusing on looking at **what the French and the European health care systems will look like in 10 years from now**. So, we are in 2032 and want to project ourselves in optimizing the current systems.

First, we presented a **prospective scenario that has been built by innovation-based think tanks**. This think tank involved seven complementary partners, such as Amgen, Biolabs, Unicancer, The Foundation of the University of Paris, France Biotech, «Les Patients s'engagent», which is a patient organization network, and Roland Berger. Based on the collaborative thinking approach, we set up some workshops to gather hundreds of people to invent innovative and realistic solutions to improve French health.

This prospective scenario **highlights the importance of data**. How we can make the most of the qualitative data we are beginning to collect in health systems is critical to the future success of our friends in the European health system. There are currently **several initiatives to optimize data collection and utilization at the European level**.

Emmanuel Bacry from the Health Data Hub shared with us some initiatives regarding the use of primary or secondary data and the critical importance of ensuring that all the systems are interoperable.

Then we also have **the vision of the French Ministry of Health's Digital Health Agency**. They presented the current workshops at the European level regarding their



ability to connect the 27 member states of Europe to have a single way to collect and share data between health professionals working for all these countries. The objective is that by 2025, all Member States will share their systems to have a European health data space. A digital market where every entrepreneur, SME, industry, and public actor can access these platforms and rely on them to develop new solutions, medicines, and services for patients and citizens at the European level.



Speakers presentation

Anca Petre, *HealthTech & Web3 Speaker & Consultant, co-Founder at 23 Consulting (moderator)*

Emmanuel Bacry, *Chief Scientific Officer at Health Data Hub*

Christophe Cosio, *Value Access and Policy Executive Director at Amgen France*

Antoine Gizardin, *Principal at Roland Berger*

Louisa Stüwe, *Project director at Ministerial Digital Health delegation of French Ministry of Health & Prevention*

Isabelle Zablitz, *Digital Health Europe & International Director at French Ministry of Health & Prevention*

How AI is revolutionizing the patient-doctor relationship

To watch the replay click [here](#)



Interview of Emmanuelle Trombe,
Lawyer and Partner, McDermott Will & Emery



We have had some real life testimony about this, namely a patient, who has been living with type one diabetes for many years, and his consulting physician, who found that the use of a diabetes insulin pump closed loop transformed their physician –patient relationship. On the physician side, even though the promise of AI has always been its time saving element the initial adoption phase requires significant time investment and resource in the form of implementation of the technology and training of staff. However, the results have been very rewarding, and the outlook is optimistic.

There have been a number of questions which all ask, **how can we ensure that AI will be widely adopted and trusted?** Key to the answer is time, we need to give the technology time. It is clear that there is no turning back. And in the example of our patient, though we've heard that it didn't necessarily save time, it did create more certainty, and that certainty was priceless. The treating physician did acknowledge the time and effort but concluded, **«give us time and we'll get there in terms of adoption»**. I think that was a very important moment in the panel discussion because we heard real-life answers to some of the questions that people may have about AI.

Next, we had **Patrick Boisseau, General Director, Strategic initiatives at MedTech Europe**, who described the socio-economic impact of AI in healthcare and was able to demonstrate some excellent data on days saved by physicians, and of course financial savings for healthcare systems. **They key three benefits of AI were providing more information, ensuring better monitoring, and filling the gap.**

We also had a very interesting update from Patrick Boisseau, on upcoming legislation, namely the AI Act that is currently being considered by the European Parliament, and how it may impact the medical device industry.

This discussion concluded by acknowledging that this new layer of legislation could pose challenges such as complicating and delaying market access. **Mr Koen Cobbaert, Senior Manager, Quality, Standard & Regulations at Philips**, considered that the new Act was not altogether necessary given that current regulation is already robust enough. One very interesting data point was the realization that currently, medical devices that **take around 4 months to get on the US market and between 9 to 12 months in Europe**. That is already quite a delay that could be lengthened by further legislation slowing down the process.

Finally, **Clara Moschetti, Innovation Product Manager at Startup Inside**, who highlighted importance of good quality, real life data which is vital if we are to avoid bias in AI solutions. She gave a few examples of what good data looks like and how it is best collected.

In all of our exchanges, we touched on a broad range of interesting topics.



Speakers presentation

Emmanuelle Trombe, *Lawyer and Partner at McDermott Will & Emery (moderator)*
Patrick Boisseau, *Director General, Strategic Initiatives at MedTech Europe*
Koen Cobbaert, *Senior Manager - Quality, Standards & Regulations at Philips*
Clara Moschetti, *Partnership and Project Manager at AI for Health by Startup Inside*
Katja Niedermeier, *Specialist in general medicine, diabetologist at Praxis*
Andrea Touppen, *Nutritional scientist - Type 1 diabetic patient*



Interview of Mohamad Mohty,
Professor of Hematology at Sorbonne University



We've just had a fantastic roundtable, which was dedicated to the microbiota, and I think it's clear that **we do have strong evidence about the involvement of the microbiota in different health conditions.**

In hematology and oncology, the different treatments received by the patients such as chemotherapy, radiotherapy, but also the broad-spectrum antibiotics **are creating a state of dysbiosis.**

This is a sort of a vicious circle, and today we do have evidence that you need to correct this dysbiosis to improve the health condition of the patient but most importantly, to improve the efficacy of some well-established treatments. In oncology and hematology, the current pillars of treatment include radiotherapy, conventional chemotherapy, monoclonal antibodies, small molecules, and more recently immunotherapies: **we believe that the microbiota modulation is definitively going to be the new pillar towards improving the efficacy of the cancer different treatments.**

Therefore, I think, we're fortunate that there have now many Biotechs, and companies involved in this field developing different tools, different drugs and this is quite amazing because we've seen recently for the first time, a positive opinion about a randomized trial in the field of *Clostridium difficile*. **We have also relatively strong results in hematology, especially in steroid-refractory graft versus host disease after stem cell transplantation.** There are also companies involved in the characterization of the microbiota trying to understand how we are going to correct, to increase the diversity, and the richness; it's clearly something disruptive. However, it is not about the classical drug development, so you must be creative.

You have, I would say, to almost invent the way it is done, and therefore it is also clear from this discussion that the **close collaboration between researchers, clinicians, entrepreneurs, but also with regulatory bodies is extremely crucial to bring the microbiota modulation into routine practice.** I'm convinced that once we'll bring it into routine practice, this is going to improve patient outcome, including survival. And this is exactly the goal. The ultimate goal of everything that we are doing, at least in my field.



Speakers presentation

Isabelle de Cremoux, *CEO and Managing Partner at Seventure Partners (moderator)*

Hervé Affagard, *Founder and CEO at MaaT Pharma*

Carl Bilbo, *Senior Vice President, Microbiome Franchise at Ferring Pharmaceuticals*

Mohamad Mohty, *Professor of Hematology at Sorbonne University*

Tim Sharpington, *COO at Microbiotica*

Hassane Zarour *Professor of Medicine, Immunology and Dermatology, University of Pittsburgh*

In vitro diagnostics industry in Europe: at the heart of patient care

To watch the replay click [here](#)



Interview of Marie Anson, *Project Manager biomarkers and biomanufacturing at EIT Health*

I participated in a roundtable about In Vitro Diagnostics (IVD) and it was very important for me to have these discussions with IVD companies. I come from academic labs and I know that academic labs have a lot of skills and competencies and are generating many discoveries, but then the transfer to industry is quite difficult. In IVD companies also the digital part is becoming more and more important, complexifying a bit more the whole

understanding of the market. The good news is that the ecosystem is really wide and rich also, as shown in the round table.

Together with Bio-Rad, Quantamatrix and LumiraDx, we discuss the trends and the new technologies coming up in IVD. We address the importance of multiplexing technologies to keep costs lower and to reduce the time to have access to a diagnostic. We also bring up the necessity to develop point of care tools to improve patient care. It's important to have these new tools already approved in other countries, in other markets, and to see that the field is really moving, because it's really an old sector, we have diagnostic tools for years and years, even before the modern medicine.

Then we have also to transform the way that we see these diagnostics, it's not only a question of cost and this was also discussed between the panelists. Usually, it seems like it's only expenses, we must pay for these tests and so for the Social Security and the public policy, it's really a cost. Nevertheless, it was also pointed out that if you look at the global way to take care of a patient, the global patient journey, if you spend a bit of money to have very strong tests and an accurate diagnostic, you will reduce the total cost. For example, you will avoid very long exams, like radiography or echography, or you will reduce the hospitalization and so on. You can also avoid not necessary medication and it's important for antibiotic resistance for instance.

The in vitro diagnostic is really changing, according more space for patients to really assess what is improved when you have this test or another one. More people are becoming aware that diagnostic tools are really the key for prevention, early detection or follow up chronic diseases.

In conclusion, this round table was essential to show all the diversity of the technologies and the trends that are taking place in France and in Europe.



Speakers presentation

Gérald Ulrich, *CEO of Quantamatrix Europe (moderator)*

Marie Anson, *Project Manager biomarkers and biomanufacturing at EIT Health*

Ludovic Bal, *General Manager France at LumiraDx*

Michel Lainé, *Marketing Director Infectious Diseases at Bio-Rad Laboratories*

Impact of mRNA application in innovative drugs with the support of adapted manufacturing settings (In the memory of François Gros)

To watch the replay click [here](#)



Interview of Régis Gervier,
Global Head, mRNA Center of Excellence at Sanofi

Through the panel discussion on mRNA, we had the opportunity to reflect on **how this technology was brought from discovery to patients over time and, as we know, finally reach global breakthrough status during the COVID-19 pandemic experience.**

The discovery of mRNA and its potential for use in medicine in fact began almost 60 years ago. There were many steps along the way to understand the fundamental biology and science to a point **where mRNA could be safely and effectively used as the core of a preventative vaccine targeting a global population!**

Today, we, and other in the field, are moving forward building on top of the the first mRNA successes in the pandemic. The next steps in this technology's evolution **are already in motion and we're actively shaping to deliver on its promise.** Indeed, there are several elements to address to improve the mRNA technologies used against the SaRS-COVID2 virus during the pandemic into broader applications of mRNA even within vaccinology. For example, there are outstanding questions about how long mRNA-stimulated immunity lasts, the stability of vaccines in the supply chain that must be maintained at sub-freezing temperatures for most of its shelf life, as well as the durability of the in vivo expression.

As we overcome these challenges, and many others, we can imagine the great potential applications to come, within vaccines and well beyond. If you set your eyes on protein production through the mRNA "coding factory" as a goal, you can imagine addressing a broad range of therapeutic areas including rare diseases and oncology. **It opens the field to a huge number of different opportunities.**

One fundamental will remain no matter where



we and other in the field go with the technology. **We must continue to understand the biology and the core science of diseases,** decipher which biological pathways are triggered for these diseases, and how to balance therapeutics' potency and reactogenicity. All, again, will guide us to develop and adapt to the needs of each disease and application. We're also seeing **a convergence between mRNA biology discovery and new innovations in DNA synthesis** that will allow us to boost this tool into potentially a broad and effective platform for solutions for multiple diseases in the future.

A lot of exciting questions were raised in the panel, many of which are being answered in some of the panelists' own organizations. For instance we talked about: how can we optimize tolerability of therapeutics if they are given in high doses and/or multiple times? How can we optimize the mRNA vehicle, the Lipid Nanoparticles (LNPs) to adapt for use in the context of treatment in sick people, not just prevention in healthy people? A dimension that is surfacing more every day and who often overlooked by the technology itself are the elements that impact market dynamics, such as reducing the cost of goods in order to strengthen manufacturing across the entire production chain to improve worldwide access, access to raw material, time to tech transfer and much, much more.

There's a great new world of scientific discovery and development that was opened wide with the demonstration, during the pandemic, that mRNA is a very viable new biomedical option. This is an overnight success 60 years in the making. It was edifying to hear this sentiment of first proof point on an exciting new journey echoed across the panel. **Seeing its promise being delivered within laboratories, biotech, pharma companies from around the world is truly amazing.**

Speakers presentation

Philippe Kourilsky, *Professor Emeritus at Collège de France (moderator)*

Bruno Poddevin, *SVP Business & Corporate Development at DNA Script*

Régis Gervier, *Global Head, mRNA Center of Excellence at Sanofi*

Marcel Hollenstein, *Group leader at Pasteur Institute*

Christoph Huber, *Professor emeritus hematology-oncology Johannes-Gutenberg-University, co-founder BioNTech SE and TRON gGmbH*

Closing the gap in Women's Health: we need to be the change

To watch the replay click [here](#)



Interview of Marieta Jiménez, *Senior Vice President Europe at Merck Healthcare*

It was an interesting experience participating in this round table dedicated to women's health. **The key objective was to analyze, what are still the gaps when we talk about women's health.** I believe that during the round table we were analyzing different angles and, one was more related to the gap that we still have in mind related to new medicines and the other was related with other gaps that also are happening for women.

When we talk about health, from our perspective, as a science and technology company that has been operating in Europe for more than 350 years with more than 110 years experience in fertility, obviously this topic is a key topic.

We have been working, for more than one century in developing, just medicines, especially, offering recombinant versions of the three hormones needed to treat infertility. As well as a complete portfolio of fertility treatments at every stage of the reproductive cycle, we also, especially since 2014, **entered in the field of fertility technologies to ensure that all women, and some men that want to become a parent can do it.** They have the opportunity to have not only just medicines but also the technologies behind to ensure that we can increase, the probability to become parents and from that regard, **we have helped about 5,000,000 babies be born in the world and we are really proud of that.**

So, basically, all of this is related to the gaps in research and we also put on the table the importance of improving women's health as all of this is related with the gender gap in this field and how all of this can have an impact on the prosperity of society and in Merck, we have been driving the Closingap cluster for years as an initiative that was born in the context of the project, healthy women, healthy economy launched by Merck some years ago.

The key objective of the program of Closingap is to measure the economic impact of the gender gap in different sectors such as healthcare, mobility, employment, etc.

So, I could summarize by saying that the cost of the gender gap in health is still big and we have put numbers behind that gap. In terms of economic impact, the indicator shows that the cost of inequality between women and men in Spain has a negative effect on society of 213,299 million euros, equivalent to 19% of GDP in 2020, worsening last year's results.



Speakers presentation

Elsy Boglioli Hofman, *Founder and CEO at Bio-Up (moderator)*

Bianca Coulter, *CEO at Coulter Partners*

Gonzague Issenmann, *Executive Chairman and CEO at Womed*

Marieta Jiménez, *Senior Vice President Europe at Merck Healthcare*

Jenny Yip, *Managing Partner at Adjuvant Capital*

Marcel van Duin VP, *Head of External Innovation & Emerging Science at Organon*

A look back to the first edition of the pitch sessions

Replay



Elena Coluccelli-Guérin, *Managing Partner, Healthcare M&A, Rothschild & Co*

I founded this pitch exercise very interesting indeed. The strong points of the session, for me, where were first the variety of the topics, companies, and segments, it was not just about Pharma or MedTech. There were Digital Health companies, Pharma companies, MedTech companies. It was also international, not only French companies were represented, but also all European nationalities were present. And I think that the format was good with the timing quite short.

It was good exercise for the companies that had to do that pitch, to be straight to the point. By the way, there was a couple of company that I knew from before and, it was interesting for me to hear how they were able to summarize and to make the right messages pass through in a short amount of time.

So, I think that the format was good and, also the possibility to do Q&A at the end was good as well. And last but not least, I also liked the grid of criteria that we had as a jury because it made the evaluation and the decision much more objective than having to choose tones that we wanted to give the price and the grid was quite well done because it was more about the clarity of the project and also about how the risk was explained and the clarity of the business plan etc. There was part on the business and part on the risk profile and on the financials as well. So, the grid was complete and objective to me. And all aside from those criteria that were quite objective and fixed, you also had the possibility to make comments if you liked the quicker or if you really loved one of the companies you were able to just press that.

So, all in all, I took pleasure in this story. That's been fun and very interesting as well.

25 companies from 7 European countries from the Biotech, Medtech, Innovative Services & Digital Health sectors, selected by European clusters, presented their innovation to a jury composed of HTFC sponsors and the HTID health innovation ecosystem.



Winners of the first edition

[Replay](#)



1st place: MRM Health is a Belgian biotech developing innovative microbiome-based biotherapeutics for inflammatory, CNS and metabolic diseases. Their disruptive CORAL® technology platform allows to design therapeutics based on specific combinations of 5 to 10 live gut bacteria and manufacture these combinations in a single standardized and effective single process. Their most advanced program MH002, a defined 6-strain live biotherapeutic, is currently tested in ongoing phase 2 trials for both Ulcerative Colitis and for the orphan disease indication Pouchitis.

"As a young company acting in the novel microbiome field, enhancing exposure to the investment and pharma community is key. Participation to HTID and the pitch competition created direct value for MRM Health by being able to showcase both the microbiome field and our unique position therein. I recommend HTID to all companies that want to expose their project to big pharma, banks and investors and to have more visibility! Thanks again to the organizer for creating this opportunity and I already look forward for HTID#5."

Sam Possemiers, CEO, MRM Health



2nd place: FluoSphera is developing the next generation of microphysiological systems (MPS) to revolutionize drug discovery. MPS are the most predictive tools to discover future therapies for patients needing them. The mission of FluoSphera is to democratize MPS in the pharmaceutical industry to stop missing the most promising drugs for patients while reducing animal experimentation.

"The pitch session was a very good experience to highlight how our innovation will change the life of patients. It was also an excellent opportunity to network with the impressive companies pitching there, as well as with strategic people among the attendees and jury members." *Gregory Segala, CEO and Co-Founder, FluoSphera*



3rd place: ViDAC Pharma is a pre-IPO clinical stage biopharmaceutical company developing first-in-class anti-cancer drugs by modifying the hyper glycolytic (Warburg Effect) Tumor Microenvironment. The Company developed a new paradigm in Drug Discovery: The Toposteric Effect, displacing active proteins from their wrong anchor without affecting their activity.

"We participated in the 4th edition of HealthTech Innovation Days, on October 13&14 2022 and were selected as one of the 25 companies to give a Pitch and were one of the three companies to receive the Prize for Innovation in this remarkably well-organized Healthcare convention. Our participation to the contest and our being distinguished by a Prize already gave us access to more contacts and sponsors and we are now in active discussions with some of them." *Max Herzberg, CEO, Vidac Pharma*



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With Amgen Innovations, we are strengthening our commitment to healthcare and research players in France. Concretely, we act as a catalyst around three key actions that structure this unprecedented programme: to undertake partnerships with start-ups to reinvent the health path, to support calls for research projects to discover the therapeutic innovations of tomorrow and to strengthen our support.

to caregivers facing the challenges of their profession. Associating biological and technological progress with human and social sciences opens up the field of possibilities. Convinced of the richness of the French ecosystem in terms of innovation, through Amgen Innovations, we wish to contribute to the emergence of healthcare solutions that have meaning for patients and healthcare professionals.



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Research and Development every year. To accelerate therapeutic innovation for the benefit of patients, the Group is committed to open and collaborative innovation with academic partners, pharmaceutical groups, and biotech companies. It also integrates the patient's voice at the heart of its activities. A leader in cardiology, the ambition of the Servier Group is to become a renowned and innovative player in oncology. Its growth is based on a sustained commitment to cardiovascular and metabolic diseases, oncology, neuroscience and immuno-inflammatory diseases. To promote access to healthcare for all, the Servier Group also offers a range of quality generic drugs covering most pathologies.



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later-stage. The firm actively partners with ambitious entrepreneurs as a lead or cornerstone investor to develop transformative innovations that have the potential to positively impact our collective future.

Founded in 1972, Sofinnova Partners is a deeply-established venture capital firm in Europe, with 50 years of experience backing over 500 companies and creating market leaders around the globe. Today, Sofinnova Partners has over €2.5 billion under management. For more information, please visit: www.sofinnovapartners.com.

This event set the scene for the next edition!



We are looking forward to seeing you in 2023!



Organizer



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