



HEALTHTECH INNOVATION DAYS 2024 Sept 17 & 18, Paris, 2024

HOW TO BE A SUCCESSFUL HEALTHTECH COMPANY?

Funding, Governance and Digital & AI-driven Innovation identified as three critical levers to be successful in bringing new medicines to patients faster

Paris, September 17, 2024 - HealthTech For Care (HTFC), an endowment fund dedicated to initiatives promoting equitable access to healthcare for European patients and innovation in health, is delighted to bring together promising European life science companies with investors, potential partners and other key stakeholders at the 6th Healthtech Innovation Days (HTID®) in Paris, France on September 17 and 18. HTID is HTFC's flagship event with the ultimate goal of accelerating HealthTech growth and enhancing access to cutting-edge healthcare innovation to individuals all across Europe.

The 6th HTID conference, under the High Patronage of Emmanuel MACRON, President of the French Republic, and supported by the European Investment Bank (EIB), promises to offer an exceptional forum to discuss the most critical challenges faced by European healthtech and strategies to help overcome them.

Healthtech companies, often developing products at significant expense while not yet generating revenue, face unique challenges in bringing new medicines to patients, not least of which is creating value for the investors that fund their research and development. HTID will provide participants with concrete solutions through [roundtable discussions and keynote addresses](#). The event attracts investors, European healthtech companies of all sizes, industry leaders and other key stakeholders. It will feature hands-on workshops, allowing startup entrepreneurs to walk away with actionable strategies that they can implement immediately. Ludovic Pouille, Director of Economic Diplomacy at the French Ministry for Europe and Foreign Affairs, will speak at the opening ceremony.

For this 2024 event, given the continuing turbulent financial context in the industry and around global markets, HTFC has selected three key topics considered to be key to the success of healthtech:

- **Funding and Transactions: Fueling Growth and Innovation**

Access to strategic investments and well-executed financial planning is essential for any healthtech company aiming to succeed. Discussions at HTID address the importance of attracting top-tier investors, and how to do so effectively; developing a compelling company narrative; and crafting clear exit strategies for shareholders. Effective cash flow management and sustainable growth strategies are key to ensure that healthtech companies remain agile and financially resilient as they innovate and expand.

Pierre Courteille, Chairman of HTFC and Chief Business Officer of Abivax, said: *“Delivering solutions to patients goes beyond innovation—it requires a top-tier board, an experienced and efficient management team, and a compelling narrative to attract strategic investors. The high-profile speakers and participants at HTID will provide fresh insights, pragmatic solutions, and ambitious strategies for the future. Our round table discussions, inspiring keynotes, and two essential workshops focused on governance and crafting your company’s story are all tailored for this purpose. With over 500 participants and 75 investment firms attending, HTID offers excellent networking opportunities for the leaders of tomorrow’s most important healthtech companies. I’m excited about the momentum we will bring to the European healthtech ecosystem.”*

Governance: Building a Foundation of Trust and Excellence

Healthtech companies need engaged Boards of Directors, who bring real value through lending their expertise and strategic oversight, as well as experienced managerial teams, capable of executing on ambitious goals. HTID will explore the significance of strong governance practices, emphasizing the skills required to plan and execute critical objectives and accelerate decision-making processes. Attendees will gain insights into building governance frameworks that not only enhance operational efficiency and support sustained growth.

Elsy Boglioli, CEO & Founder of Bio-Up, said: *“Healthtech companies in Europe would benefit significantly from a more stringent approach to governance. Board members can bring significant benefits to companies, through their experience, skills and connections, and are a valuable ally and support for an ambitious management team. Yet all too often, companies are failing to tap into these opportunities. Many Boards do not have enough independents and rely solely on investors, and others have independents with limited Board experience. As a result, Boards can be viewed as cumbersome reporting structures when they should really be agile support systems. When an executive team trusts its Board, and when the Board provides constructive feedback and support, a company becomes much stronger, and able to face challenging times and crises.”*

▪ **Digital Transformation and AI Innovation: Driving the Future of Healthcare**

Breakthrough digital innovations, particularly those leveraging AI in areas such as diagnostics and personalized medicine, have the potential to revolutionize healthcare delivery. HTID will highlight how healthtech companies can maximize value creation by developing differentiating solutions that not only address current market demands but also anticipate future challenges.

Marc Dechamps, CEO of Bioxodes, said: *“Stimulating innovation in European healthtech requires overcoming significant financial challenges, to raise funds and target these more precisely where new medicines are urgently needed. All too often in Europe, companies with innovative projects still need to cross a ‘Death Valley’ to secure financing because of fragmented markets and other barriers to the flow of capital, such as regulatory, linguistic and cultural differences. Bringing together a unified financial market and more growth funds would provide significant impetus to the sector.”*

6th HTID® at a glance

The event will feature pitch sessions for European healthtech companies, along with an exhibition by patients’ associations and two focused workshops. The first, "Governance & Restructuring: Do's and Don'ts," will provide valuable insights for both private and publicly listed companies. The second workshop, "Navigating Troubled Waters: Charting Your Course to Create Your Story," is tailored specifically for AI and digital companies, offering strategic guidance on overcoming challenges and crafting a compelling narrative.

High-profile discussion sessions will include:

- A quarter of the way into the XXIst Century: what progress, what lessons, and what future for Health Care?
- Entrepreneur testimony: Navigating Financial and Development Challenges
- Life Sciences and Financing Transaction Trends
- Tomorrow's challenge: Prospective healthcare and medicine of tomorrow, Success & Frustration: Personalized Medicine, Cell, and Gene Therapy Trends
- Therapeutic Adherence: Enhancing Doctor-Patient Relationships through Artificial Intelligence
- Challenges and Rewards of Investing in Breakthrough Innovation

Click [here](#) for the full details and speakers.

About HTID

The primary goal of HTID is to bring together promising European life science companies with researchers, pharmaceutical companies, investors, policymakers, healthcare professionals, patient associations, and other key stakeholders. By fostering collaboration, HTID aims to accelerate growth and enhance access to cutting-edge healthcare innovations across the industry.

The 6th HTID® conference is supported by the following sponsors: [Alira Health](#), [Alpha Blue Ocean](#), [Amgen](#), [Bird & Bird](#), [BNP Paribas](#), [Bristol Myers Squibb](#), [BPI France](#), [Cohesion Bureau](#), [Dechert LLP](#), [Eit Health](#), [Euronext](#), [Evercore](#), [Forvis Mazars](#), [Icosa](#), [Ipsen](#), [Mc Dermott Will & Emery](#), [Novo Nordisk](#), [Ose Immunotherapeutics](#), [Peak Lifecycles](#), [Roland Berger](#), [Rothschild & Co](#), [Servier](#) and [Sofinnova Partners](#).

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About HealthTech For Care:

The HealthTech For Care endowment fund is designed to support and promote access to healthcare for all, particularly new medical technologies and drugs. The fund's missions revolve around three main axes: supporting the development of the entire healthcare ecosystem, accelerating the development of innovative therapies and drugs, and promoting better patient access to the healthcare system in France and Europe. The board of directors of HealthTech For Care is led by Pierre Courteille, and includes Maryvonne Hiance, Elsy Boglioli, Damien Catoir, Marc Dechamps, Christian Deleuze, Eric Falcand, Frédéric Girard, Marc Julien, Anaïs Le Corvec, Cédric Moreau, Christian Pierret, Christian Policard and Françoise Sellin.

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For more information, please contact:

<p>Sophie Villedieu Managing Director HealthTech For Care sophie.villedieu@htfc-eu.com +33(0)6 64 32 16 15</p>	<p>Sophie Baumont Media Cohesion Bureau sophie.baumont@cohesion-bureau.com +33(0)6 27 7474 49</p>
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