

A complex network graph is overlaid on the dark background, consisting of numerous small white and grey circular nodes connected by thin white lines.

2ND ANNUAL

LUND LIFE SCIENCE SUMMIT 2019

2 APRIL • SMILE INCUBATOR, MEDICON VILLAGE

HOSTED BY



smile
INCUBATOR



LUND
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LU Innovation

THE LINK BETWEEN
ACADEMIA AND BUSINESS

LUND LIFE SCIENCE SUMMIT 2019

SMILE INCUBATOR, MEDICON VILLAGE - LUND

APRIL 2, 2019

Welcome to Lund Life Science Summit!

This year we focus on MedTech, E-health & Diagnostics.

This exclusive event brings together entrepreneurs from Lund's innovative life science environment with investors and professional stakeholders from the industry. The aim is to network, discuss, showcase and share knowledge.

Hosts



Smile Incubator is a Swedish non-profit business incubator helping entrepreneurs and early-stage companies develop and commercialize new ideas in life science. SmiLe welcomes knowledge-intensive life science companies with the ambition to grow in the international market. Surrounded by smart, passionate people, and the best tools and approached at your disposal – you will take giant leaps towards creating a business, becoming a founder, and connecting with the right people and resources.

www.smileincubator.life



LU Innovation

THE LINK BETWEEN
ACADEMIA AND BUSINESS

LU Innovation is the hub for innovation and commercialisation and the Tech Transfer Office at Lund University. We work with the University's researchers and students to bring benefit and growth to society. Our goal and mission is to contribute to increased growth in Sweden by ensuring knowledge and research from Lund University benefit society. By supporting and developing research findings with researchers and students we work to lead more ideas to company formations and/or licensing deals.

www.innovation.lu.se

Agenda

09:00-10:00	Closed breakfast with panel participants only
10:00-10:15	Door opens to public sessions, coffee break
10:15-10:30	Official opening and welcome
10:30-11:30	Panel discussions (Industry, Investors & Entrepreneurs): What does it take to be successful in the medtech and diagnostic industry?
11:30-12:15	Brief meetings between external panelists and guests
12:15-13:00	Lunch & Networking
13:00-15:00	Partnering meetings 20 min – pre-scheduled and on demand

LUND LIFE SCIENCE SUMMIT 2019

MODERATOR



Charlotte Bruun Piester has over 25 years of experience within the life science industry, which includes substantial insights from working within public and private healthcare markets around the globe. She has held executive positions in global companies with responsibilities within S&M, pipeline management, innovation processes, business development, and headed global business units. Through this blend of experiences, she has developed a unique understanding and strong track-record in leading, heading and driving life science business and organizations.

Her education background is a combination of clinical and business experience and she holds a Master's of Business Administration. Charlotte has been part of the build-up of four companies, her latest is Sinua Partners ApS. In addition, she sits on several boards and acts as chairperson for several life science companies.



Sinua Partners is commercial specialists within MedTech. It is a consulting company that supports both large international companies as well as medium-sized enterprises (SMEs) and start-ups. Working with Sinua Partners, companies will benefit as follows:

- The commercialisation of MedTech products
- Validation of MedTech projects and businesses
- International go-to-market strategy
- Commercial MedTech due diligence

The mission to help customers succeed by bringing focus, priorities and optimisation into a complex industry for optimal success. Additionally, Sinua Partners support companies by building bridges into the European market or out of the European market, qualifying both existing as well as new growth plans. Sinua Partners have a broad knowledge base about the global markets and the requirements needed for successful market access.

www.sinuapartners.com

PARTICIPANTS – INDUSTRY



Ann-Christine Sundell is a Board Professional with more than 30 years of experience in the diagnostics and life science sector, where she held various global senior positions. For 10 years, she served as president of the genetic screening (diagnostics) strategic business unit within PerkinElmer, one of the world's leading life science companies. Ann-Christine has deep strategic and operational experience from building, developing and managing global growth businesses. She currently holds board positions in several leading companies within the diagnostics, health technologies and functional food industry. She has a MSc in biochemistry from Åbo Akademi, Turku, Finland.

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INDUSTRY



Arjo is a global supplier of medical devices, services and solutions that improve quality of life for people with reduced mobility and age-related health challenges. We create value by improving clinical outcomes for patients and enabling a better work environment for healthcare professionals. We thereby contribute to a sustainable healthcare system – always with people in mind. We sell products and solutions in more than 100 countries, divided into three geographic areas: North America, Western Europe and Rest of the World. We are nearly 6,000 employees worldwide and our head office is located in Malmö, Sweden.

www.arjo.com



Gang Zhang, VP of Segment Marketing is leading the marketing, portfolio strategy and innovation pipeline for long term care and Acute care segments. Born in 1981 in China, engineering master degree from Delft University of Technology and Business master degree from Stockholm School of Economics. Previous held various positions in Gambro an then Baxter to lead the strategy development for Baxter's Acute Therapies business. Also experience as management consultant in Applied Value and various engineering roles in Telecom industry.

INDUSTRY



Getinge is a leading provider of solutions within healthcare and life sciences.

- Life Science – equipment and technical expertise to prevent contamination in pharmaceutical production, medical research, medical device manufacturing and laboratory applications
- Health Care – solutions in acute health conditions. Includes solutions for cardiac, pulmonary and vascular therapies and a broad range of products and therapies for intensive care.
- Surgical Workflows – products and services for disinfection and sterilization of surgical instruments, operating tables for operating rooms and hospital workflows

Getinge employ more than 10,000 people, and have operations in more than 40 countries.

www.getinge.se

Jens Knobe, VP Product and Business Development Getinge Life Science.

Experience from several different industries such as Life Science, telco, industrial automation, IT Services and Consulting. 15 Years in the Life Science/MedTech through Getinge and Danaher.



LUND LIFE SCIENCE SUMMIT 2019

INDUSTRY

INVESTORS



Min Doktor is Sweden's first and leading digital caregiver. Min Doktor offers instant access to medical consultations through an app, wherever and whenever the patient needs it. The service creates a more flexible and efficient working environment for doctors through the use of structured data collection, automated analysis and primarily asynchronous communication with the patient. It improves the patients access to care and increases capacity for the public healthcare system.

Since November 2018 Min Doktor owns and operates Min Doktor Kliniken, drop-in clinics that provides healthcare, health checks and vaccinations by a nurse on site and doctors online.

www.mindoktor.se



Jonas Vig, CEO

Jonas Vig (born 1981) is responsible for Min Doktor's overall strategic direction and corporate management. He joined Min Doktor in May 2017 as Head of Product Strategy and Market Expansion. Prior to joining Min Doktor, he founded and led video- and streaming pioneer Bambuser. He holds a degree in Strategic Management and International Marketing.

Aescuvest is the first pan-European crowdfunding platform exclusively dedicated to the healthcare sector, a dynamic market that is large in size, shows sustained growth rates and is driven by innovation. The platform offers retail investors, business angels and venture capitalists opportunities to make entrepreneurial investments in a promising market with above average returns. For start-up companies, it serves as an independent launch pad to finance and market smart ideas, with the potential to directly target up to 550,000 healthcare professionals as well as the general public all over Europe. Based in the financial hub of Frankfurt, www.aescuvest.de was launched as a crowdfunding platform for German companies in 2015, bringing innovations in medtech, biotech, digital health, and health rentals to life. 2018 will set another pioneer benchmark as cross-border equity crowdfunding for healthcare companies and investors all over Europe was just launched under

www.aescuvest.eu



Frank Schwarz, Head of Investment International, is a capital market and communications expert. For 20 years he has been supporting companies as an investor relations consultant in the development of equity stories, the search for financing opportunities and in communication with investors and the media. As Head of Investment at aescuvest.eu, he is responsible for guiding companies through the financing process.



LUND LIFE SCIENCE SUMMIT 2019

INVESTORS



Peppermint Venture Partners is a private venture capital firm based in Berlin, Germany, and in Lund, Sweden, investing in early-stage healthcare companies across Europe with a focus on medical device, digital health and platform technology companies. PVP was established in 2008 by Ingeborg Neumann, Dr. Joachim Rautter and Dr. Klaus Stöckemann. As experts in healthcare, we pool more than 40 years of experience in the healthcare and venture capital industry. PVP is driven by an entrepreneurial spirit to help motivated founders to achieve the full potential of their innovative ideas. We not only provide financial backing but also experience, know-how and a broad industry network in order to successfully bring novel healthcare products and services to the market. Target companies should address an “unmet medical need” and developing a patent-protected technology and/or product or a new business model.

www.peppermint-vp.com



Dr. Magnus Holm, Venture Partner

Dr. Magnus Holm is a seasoned medical device/digital health executive, entrepreneur and venture capital investor. My goal is to develop, fund and bring novel medical technology and digital health solutions to market. My background and experience includes medical science, biomedical engineering and market adoption across several medical disciplines, with focus on the cardiovascular field.

Leuko3ena is a company setting the example on how to use limited healthcare resources in the ultimate time- and cost-effective way. Reaching out to a vast and yet undiscovered market, the allergic patients, by revolutionizing digital health care and enabling diagnosis and treatment of severe chronic diseases at an expert level. We offer an advanced solution that can unite the old-fashioned infrastructure of the hospital expertise with modern e-health in an elegant way. Our highest ambition is to use an accidentally discovered open gate to enter the world of the future; a diagnosis and treatment of a patient without human interference.



Dr. Georgia Papapostolou, Founder & CEO, MD, PhD

Expert in severe allergic diseases. Internal medicine specialist, experienced leader of medical teams towards problem-based solutions, trained to make quick but efficient decisions under extreme pressure as a Cardiopulmonary Resuscitation team leader. Educated/experienced in PDCA improvement of healthcare processes. Sub-investigator in clinical trials.



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STARTUPS

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Medotemic AB develops solutions for objective gait deviation analysis. Sensor data collected via the smartphone alone is analyzed via proprietary algorithms. The resulting feedback is used by patients to get immediate and objective feedback on improving their gait and balance. Resulting data is used as decision support for caregivers to provide better treatment. Untreated, gait deviation and asymmetry can lead to a learned walking behavior which is difficult to change without help, and the uneven loading on the body may lead to additional avoidable injury or complications.

The products Medomotion (for private users) and MedoClinic (for caregivers and patients) are available today.

www.medotemic.se



Lars Nilsson, Founder & CEO

Lars Nilsson (MSc/MBA) has a profound experience in the electronics and telecom-sector and is now CEO for Medotemic. Before creating the company he worked at the division at Sony developing smartwatches. A problem described by an orthopedic gave the idea to a system based on AI to help in everyday life for patients with an asymmetric gait. Now patients are listed for tests and algorithms tuned.

MEDVasc AB was established in 2013 as a MedTech company focusing on minimally invasive treatment of varicose vein. With the plan to capitalise on the invention, and after extensive R&D work the company filed for patent in 2015 which was granted in 2017. The earning potential of the innovation —going under the name of Solutio— was noticed by two investors, LU Holding AB and Bononius AB, joining the company with the intention to commercialise the innovation. MedVASC AB has then successfully received a 2MSEK grant from Vinnova supporting the development of Solutio in becoming the golden standard for varicose vein treatment. A Phase 1 clinical trial will be performed during 2019.

www.medvasc.se



Dr. Jörgen Gustafsson, Partner & CEO

Dr. Gustafsson has a background in pharmaceutical industry having worked both in R&D and in Business Development for Pharmacia and AstraZeneca. He also has experience from working with various assignments for SME companies in Med Tech and Pharma e.g. being the CEO of Respiratorius AB. He has been involved in numerous start-up companies as business advisor and/or board member.

LUND LIFE SCIENCE SUMMIT 2019

STARTUPS

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Reccan Diagnostics AB is a company based on research at Lund University. We have developed a biotechnology platform for in vitro diagnostics, providing both early and more specific diagnosis, as well as improved prognostic stratification of solid cancers. The technology platform is based on a patented combination of unique protein biomarkers detectable in blood and cancer tissue samples. The primary focus area is pancreatic cancer projected to become the second cause of cancer death within a few years. Pancreatic cancer is a disease where early detection substantially improves the prognosis for the patient. A diagnostic test for pancreatic cancer should be simple, accurate and non-invasive.

www.reccandiagnostics.com



Prof. Roland Andersson, CEO and Professor in surgery, Lund University, Sweden

Clinical and research focus on pancreas, liver and biliary tract malignancies. Leads a translational research group focusing on new biomarker panels for diagnostics, prediction, choice of therapy and outcomes. About 500 published original articles and supervisor for 30 PhD students. He has an extensive international network and, as entrepreneur, has founded six companies.

SAGA Diagnostics AB is a cancer diagnostics company focused on ultrasensitive monitoring of cancer patients using minimally-invasive blood samples and other “liquid biopsies”. Our liquid biopsy tests measure the biomarker “circulating tumor DNA” with 100-fold improved limit of detection, enabling more precise monitoring of tumor size and spread, more accurate measurement of therapy response, and the critical information needed to decipher the DNA mutations that are treatable with clinically-approved drugs or therapies currently in clinical trials. Our technologies offer an unprecedented level of accuracy and sensitivity (limit of detection to 0.001%), meaning we detect what others cannot and can match more patients to the most appropriate treatments.

www.sagadiagnostics.com



Lao Saal, Founder & CEO

A childhood cancer survivor himself, Lao is driven to improve outcomes for cancer patients through transformational technologies. Lao has MD/PhD degrees from Columbia University (New York), and after a clinical postdoc at the Memorial Sloan Kettering Cancer Center, he established an independent research group at Lund University in 2009. He spearheaded research on mutational analyses of cancer, and in 2016 founded SAGA Diagnostics. He has authored over 40 papers in leading journals such as Nature Genetics, Science, and PNAS.



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STARTUPS

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Suturion has developed a sewing machine for long surgical suture lines. The device facilitates for the surgeon to adhere to best practice principles of abdominal closure which is essential to lower the risk for incisional hernia. It also reduces abdominal closure time and minimizes the risk for prick injuries. To build value we filed patent application, performed market analysis and pre-clinical research and started the regulatory investigation towards CE-marking and FDA approval. The pre-clinical research provided proof of concept and we plan to start a randomized clinical study on colorectal patients.



Gabriel Börner, Partner & CEO

Gabriel is a consultant in trauma and emergency surgery and the research around the innovation will result in a PhD. He has interest in patient safety issues and is involved in medical training at all levels. During training and practice he almost daily encountered abdominal wall issues after surgery which incited him to find a solution to this growing economic and social burden.

Thyrolytics is developing a cutting-edge diagnostic method for Thyroid Dysfunction that combines recombinant technology, nanotechnology and electrochemistry. ThryoLytics aims to standardize thyroid hormone quantification by overcoming the inaccurate and variable performance of the current commercial methods. With a small footprint, ease of use and minimal sample processing, the method has the potential to bring thyroid dysfunction diagnostics from the central laboratories to the clinic and point-of-care. This will enable faster diagnosis and more efficient healthcare once the response time can be shortened by 90% compared to today's methods.

www.thyrolytics.com



THYROLYTICS



Dr. Mohamad Takwa, CEO & Founder

Dr. Mohamad Takwa holds a PhD degree in Biotechnology from KTH, Sweden. He has been involved in the establishment of multiple successful biotech and life science companies. Dr Takwa has spent more than 15 years researching enzyme production, catalysis and engineering. Mohamad combines his passion for science and innovation to help cutting edge biotech technologies from bench to the market.

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STARTUPS



UmanSense AB – Recent advances in stroke treatment has provided effective tools to successfully treat stroke, but still the most common patient is the one not treated due to late arrival to the hospital. UmanSense has developed StrokeAlarm to solve this problem. StrokeAlarm is a new and groundbreaking product that quickly detects stroke and alerts to ensure that the user gets care in time. StrokeAlarm is invented and developed by clinical stroke researchers and leading experts in machine learning and artificial intelligence. The result is an innovative product that will be available during autumn 2019.

www.umansense.com



Cecilia Belfrage, Founder & CEO

Cecilia Belfrage has a background as MSc in mechanical engineering and business and administration from Lund University. In September 2017 Cecilia left her senior position at Skanska to work full time with UmanSense and StrokeAlarm.