

**EuroMedtech™ 2012 in Grenoble spurs collaborations among a diversity of medtech players**

**Zurich, Switzerland and Grenoble, France** – June 8, 2012: Leaders from the medtech industry gathered last week for the fourth annual EuroMedtech™ partnering conference held in Grenoble, France, May 31–June 1, 2012 at the Convention Center of the WTC Grenoble. 306 delegates representing 206 companies from 24 countries engaged in 755 one-to-one partnering meetings, confirming EuroMedtech as the premier destination for forming partnerships between emerging innovator and start-up companies, and large multinational firms.

“EuroMedtech 2012 was another dynamic event that saw a high level of engagement between large medtech companies and emerging innovators, as well as between traditional and non-traditional firms operating in the sector,” said Carola Schropp, President of EBD Group. “Despite continuing economic headwinds, medtech has much to be optimistic about. From advances in cardiovascular and orthopedics, to improving regulatory processes, the medtech industry has fundamentals pointing in the right direction.”

Hosts ADEBAG and CCI Grenoble brought together an impressive mix of companies, partners and local authorities at EuroMedtech including Becton Dickinson, bioMérieux, Roche Diagnostics, Cabinet Regimbeau, Minitubes, Trixell, AEPI, Banque Populaire des Alpes, Institut fédératif de Recherche Santé et Société, LETI Health, Minalogic, UBIFRANCE, I-Care, Conseil Général de l'Isère, Entreprise Europe Network, Grenoble Alpes Métropole, Région Rhône-Alpes and Ville de Grenoble.

“ADEBAG was pleased to bring EuroMedtech to the Grenoble-Isere region this year. Delegates representing a wide spectrum of biotech device and medical technology companies benefited from the opportunities for international collaboration,” said Cécile Real, President of ADEBAG. “New efficient technologies and less invasive treatments are the future of progressive healthcare, and partnerships are the way we are going to see this innovation reach the patient.”

“Innovation networks are critical to advancing healthcare solutions,” said John Vaylet, president of CCI Grenoble, “and EuroMedtech was highly conducive to our companies identifying new opportunities for mutually beneficial partnerships. Networking and synergism between local and foreign actors, between research, industry and education, are deeply inscribed in the DNA of Grenoble and this was very well highlighted during this event.”

The plenary session, “State of the industry: Innovation sources and industry dynamics,” moderated by Regina Hodits of Wellington Partners, was excellent and very provocative. Panelists Angelo De Rosa of Medtronic; Charles Knowles of Queen Mary University London; and Josep Ll. Sanfeliu of Ysios Capital Partners discussed current trends and sources of innovation in the medtech industry.

The neuromodulation session, moderated by Karl Schweitzer of Medtronic, was extremely interesting, with Stéphan Chabardes of Clinique de Neurochirurgie CHU de Grenoble showing videos of drastically improved outcomes from the now-routine applications of Deep Brain Stimulation (DBS), and valuable commentary from Sjaak Deckers of Sapiens.

Another program highlight was the telehealthcare panel moderated by Thom Rasche of Earlybird Venture Capital with panelists Marc Attia of Movea and Patrick Blouet of ST-Ericsson. “The OR of the future,” moderated by Sigal Weisswasser of The T.B.N. Group, was also well attended and featured Professor Alim Benabid of CEA Clinatec, discoverer of DBS, with Rubi Halberthal of Haldor Advanced Technologies and Clément Vidal of EndoControl.

“The session focused on new developments in augmented medicine and cutting edge surgical tools. It was well moderated and dynamic and stimulated a good discussion,” said Vidal, CEO and President of EndoControl.

Presenting company highlights included the Large Corporation track, the Medicon Valley track, the local Medic@lps track and the Torino track hosted by Italian cluster BioPmed.

The Grenoble event rounded up with an evening reception at the Musée de Grenoble that featured fantastic food and a vibrant, positive atmosphere.

EuroMedtech is Europe's leading medical technology partnering conference, providing collaboration opportunities to medtech decision makers and investors. EuroMedtech caters to companies involved in all parts of the advanced medical technology industry, from those serving mainline therapeutic categories such as orthopedics and neurology, through diagnostics, imaging and eHealth, to those involved in platform technologies such as biomaterials and augmented medicine. Also attending are companies serving the industry, such as manufacturers, law firms, CROs and distributors.

EuroMedtech featured EBD Group's sophisticated, web-based partnering system, partneringONE®, the event enables delegates to efficiently identify, meet and do business with attending companies, from large international medtech companies and just launched start-ups, to venture capitalists and private equity firms.

Grenoble is a key center of excellence and a thriving life science hub, and is the eleventh largest city in France with a population of 600,000. Grenoble also boasts the ninth largest university complex in France. The healthcare industry accounts for more than EUR 4.1 billion in turnover and over 8,500 jobs. The city also has over 200 public laboratories and four key international research equipment facilities. MEDIC@LPS, the Grenoble Health Cluster, is a key player in the promotion of Grenoble's bioindustry sector and a co-host of EuroMedtech 2012.

Post-event coverage for EuroMedtech 2012 can be found at <http://www.ebdgroup.com/emt> .

Additional links and information:

For more coverage on EuroMedtech 2012, go to [www.ebdgroup.com/emt](http://www.ebdgroup.com/emt).

Follow EuroMedtech 2012 posts on Twitter: [twitter.com/EuroMedtech](https://twitter.com/EuroMedtech) (hashtag: #EMT12)

LinkedIn Event site: <http://linkd.in/vCy2Db>

partnering360: [www.partnering360.com](http://www.partnering360.com)

### **About ADEBAG**

Adebag: an accelerator for innovative projects to reach the market and a key player in local economic development by gathering and representing public and private actors of the bio-industry ecosystems, of medical technology and technology and services for healthcare, well-being and autonomy in the Isere Department.

### **ADEBAG is a major player of the international economic development of the health industry:**

- By **bringing together and representing** all players, both public and private
- By **fostering the economic development** of companies
- By working with other existing structures to ensure the **promotion and development of the region's attractiveness**
- By **coordinating the community** of these ecosystems
- By **assisting new companies** of these ecosystems in the various stages of their development.

### **ADEBAG, through MEDIC@LPS, has four main focuses:**

- **Communication:** determination to develop a "common label" for a site that is unique through its potential for research and innovation, and through its technological, industrial and clinical environment;
- **International development:** provide specific assistance to companies that want to develop and establish operations in international markets;
- **Collaborative projects:** promote and support the participation of companies in multi-partner projects, in particular, of European scope;
- **Enhancement of the value of technological platforms:** facilitate their use by companies, facilitate the development of companies through links with the platforms.

### **ADEBAG employs 6 people and had 66 members as at March 30, 2012:**

- 4 universities and research centres: Joseph Fourier University, INPG / SFR (federative research structures) Health and Society UPMF, CEA
- The Grenoble University Teaching Hospital
- Grenoble Chamber of Commerce and Industry
- 1 social protection group: Prémalliance
- 5 major companies: BD, BioMérieux, Roche Diagnostic, STEricsson, OPEN Group
- 2 major European research institutes: ESRF and ILL
- 50 SMEs and new companies
- 2 local authorities METRO and CG38

[www.adebag.org](http://www.adebag.org)

### **About Grenoble Chamber of Commerce and Industry**

The Grenoble Chamber of Commerce and Industry, beyond public services, has defined strategic missions for its territory:

- Make the Grenoble region attractive

- Consolidate the industrial base, source of innovation
- Help actors of commerce to increase their performance
- Facilitate the expansion of services
- Promote Grenoble as a touristic destination
- Answer companies expectations for skilled personnel

In order to achieve these goals, the Grenoble Chamber of Commerce and Industry relies on more than 700 employees mostly dedicated to:

- Starting, developing, taking over or transferring business activities in any field of activity.
- Educating students and employees or managers with Grenoble Business School (Institute of Higher Education, Masters programmes, continuing education, etc.), Grenoble Graduate School of Business (MBA, MIB, BIB, MSc, etc.), Grenoble Graduate School of Information Systems Management (specialised Masters, Level 1, Level 2), Doctoral School (DBA, Ph.D, etc.), training centre for business directors and employees, 4 study colleges educating to more than 80 professional qualifications.
- Promoting the international development of business and offers with GREX (support programmes tailored to each level of international development, advice and training on the techniques of international trade, EU regulations survey, potential to exploit the opportunities offered by the single market, one-to-one support on how to approach overseas markets, access to professional networks, procedures for easing overseas trade).
- Welcoming domestic and foreign companies with meeting rooms for professionals at the Grenoble World Trade Centre.
- Informing company managers about the economy of the Grenoble region with the “Présences” magazine.
- Developing networking business and exchange of experience through ECOBIZ, an extensive professional network including more than 2,500 companies of the Grenoble region.

### **About EBD Group**

EBD Group is the leading partnering firm for the global life science industry. Since 1993, biotech, pharma and medical device companies have leveraged EBD Group’s partnering conferences, technology and services to identify business opportunities and develop strategic relationships essential to their success. EBD Group’s conferences are run with the support of leading corporations and international trade associations and include:

- **BIO-Europe®** and **BIO-Europe Spring®**, Europe’s largest life science partnering conferences, supported by the Biotechnology Industry Organization (BIO)
- **BioPharm America™**, the fastest growing partnering event in North America
- **EuroMedtech™**, EBD Group’s partnering event for the innovative medical technology industry
- **BioEquity Europe**, the investor conference co-organized with BioCentury Publications and BIO
- **ChinaBio® Partnering Forum**, the first dedicated biotech/pharma partnering conference in China, co-produced with ChinaBio® LLC
- **Partnering for Global Impact®**, a new partnering conference providing an innovative forum to partner, identify and generate social and philanthropic investment and funding opportunities
- **Biotech Showcase™**, a unique forum in San Francisco for presenting to investors and business development executives, co-produced with Demy-Colton Life Science Advisors

EBD Group's sophisticated web-based partnering service, partneringONE®, is also used as the partnering engine at numerous third-party events around the world, and partnering360® is the open online community of life science dealmakers that enhances partnering experiences all year long. Outside of the conference format, EBD Group's consultants provide hands-on assistance for firms seeking to in- or out-license products and technologies. EBD Group has offices in the USA and Europe.

For more information please visit [www.ebdgroup.com](http://www.ebdgroup.com).

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