

MedTech Investment Working Group

Q3 Meeting – September 7, 2022

Welcome & Introductions

Justin Klein, Co-Founder and Managing Partner, Vensana Capital
& Chairman of MedTech Investment Working Group

Agenda

- » **Welcome and Introductions** **1:00 – 1:05 p.m.**
*Justin Klein, Co-Founder and Managing Partner, Vensana Capital and
Chairman of MedTech Investment Working Group*

- » **Preview: Investor Forum at The MedTech Conference** **1:05 – 1:20 p.m.**
*Sarah Arth, Vice President, Education and Diversity Programs, AdvaMed
Beth Perkins, Director, Business Development & Investor Relations, Advamed*

- » **MedTech Investments and Exits** **1:20 – 1:40 p.m.**
Silicon Valley Bank Mid-Year 2022 Report
Jon Norris, Managing Director, Healthcare Practice, Silicon Valley Bank

- » **Panel Discussion: Investor Reactions & Outlook** **1:40 – 2:30 p.m.**
Moderator: Jon Norris, Managing Director, Healthcare Practice, Silicon Valley Bank
 - *Kate Garrett, Managing Partner, Sonder Capital*
 - *Justin Klein, Co-Founder and Managing Partner, Vensana Capital*
 - *Aaron Sandoski, Partner, MedTech Convergence Fund, SV Health Investors*

- » **Adjourn** **2:30 p.m.**

Investor Forum at The MedTech Conference

*Sarah Arth, Vice President, Education and
Diversity Programs, AdvaMed*

*Beth Perkins, Director, Business Development &
Investor Relations, Advamed*



INVESTOR FORUM

AT



OCTOBER 24-26, 2022
BOSTON, MASSACHUSETTS

themedtechconference.com/investor-forum

INVESTOR FORUM @ THE MEDTECH CONFERENCE

- This the #MedtechMOMENT
 - Medtech is unlocking new solutions to urgent healthcare issues and innovating to help improve care every day in every way
- Why attend?
 - Get the pulse on the latest in medtech innovation – largest gathering of MedTech companies
 - Gain insights about the future of medtech and its role in the new global economy from industry leaders
 - Explore macro trends impacting medtech from government/industry leaders
 - Latest news and trends in public and private financings
 - Opportunity to reconnect in person with existing clients and partners
 - Develop relationships with new prospects
 - Achieve dealmaking and financing goals

EVENT HIGHLIGHTS – Monday, 10/24

Accel Leadership Seminar networking breakfast and program
7:30 AM – 11:55 AM

Opening Plenary Lunch
12:00 PM – 1:30 PM

Evolution of Strategic Partnerships: Traditional and Novel Models of
Investment to Support Innovation in Medtech
1:45 PM – 2:45 PM

Corporate Reverse Pitch Presentations
2:45 PM – 5:30 PM

Investor Reception
5:30 PM – 6:30 PM

EVENT HIGHLIGHTS – Tuesday, 10/25

Networking Breakfast prior to Corporate Reverse Pitch Presentations
8:00 AM – 8:30 AM

Corporate Reverse Pitch Presentations
8:30 AM – 10:45 AM

MedTech Innovator Showcase sessions
9:15 AM – 12:00 PM and 2:15 PM – 3:45 PM

Plenary Lunch
12:15 PM – 1:45 PM

Chief Executives for Corporate Purpose's CEO Investor Forum
3:30 PM – 5:20 PM

MedTech Innovator Finals
4:00 PM – 5:15 PM

EVENT HIGHLIGHTS – Wednesday, 10/26

Chief Executives for Corporate Purpose CEO Investor Forum

8:45 AM – 12:25 PM and 2:15 PM – 3:15 PM

MedTech Innovator Showcase sessions

9:15 AM – 12:00 PM and 2:15 PM – 3:45 PM

Plenary Lunch

12:30 PM – 2:00 PM

CDRH Town Hall

2:15 PM – 4:00 PM

AdvaMed Accel Leadership Seminar – Oct. 24

Networking Breakfast
7:30 AM – 8:30 AM

How to Rock Your Early-Stage Capital Raise
8:45 AM – 9:30 AM

Early-stage VC Perspectives on Building Successful Start-ups
9:30 AM – 10:30 AM

MedTech Innovator: Preliminary Competition and Execution Award
10:45 AM – 11:55 AM

Corporate Reverse Pitch Presentations

Abbott

Abiomed

Alcon

Boston Scientific

Danaher

Edwards Lifesciences

GE Healthcare

Haemonetics

Hologic

Johnson & Johnson

Linden Capital Partners

Medtronic

Olympus America

ResMed

Siemens Healthineers

Stryker

Teleflex

Water Street Healthcare Partners

W.L. Gore & Associates

Zoll Medical Corporation

Business Strategies & Investor Sessions

M&A in Medtech: Market Outlook

Tales from the Road on Fundraising

Alternative Funding Models for High Growth Medtech Companies

CMS Town Hall

EY Pulse of the Industry 2022

Value of Innovation

Medtech M&A 2022: How Leading Companies are Developing
Winning Strategies for a Post-Covid World

Beyond Digital in Medtech – Innovative Models for Winning in a
Tech-Driven World

CDRH Town Hall

Full Agenda - <https://themedtechconference.com/2022-agenda/>



Chief Executives for Corporate Purpose's (CECP) CEO Investor Forum

- » October 25 & 26 during The MedTech Conference
- » Long-term plans for sustainable value creation presentations to the investor community.
- » Participating Companies (to date):
 - ABBOTT
 - JOHNSON & JOHNSON
 - MEDTRONIC

MedTech Innovator



1,000+
Early to mid-stage
medtech companies
submitted applications

54
Showcase
Companies

25
Accelerator
Companies

5
Finalists



GRAND PRIZE



Online Community and Partnering

Conference platform (Swapcard) - opens Sept. 19

- Complete profile
- Search and message attendees
- Send meeting requests

One-on-One Meetings Schedule:

- Monday, Oct. 24: 9:30 AM – 5:00 PM
- Tuesday, Oct. 25: 9:30 AM – 5:00 PM
- Wednesday, Oct. 26: 9:30 AM – 4:00 PM

Register for The MedTech Conference!

Qualified investors are eligible to receive a complimentary registration to The MedTech Conference.

Request a Registration:

<https://themedtechconference.com/if-request-form/>

Investor Registration Policy:

<https://themedtechconference.com/register/#reg-policies>

Investor Forum Agenda:

<https://themedtechconference.com/investor-forum-agenda/>

Questions: Beth Perkins, bperkins@advamed.org

MedTech Investments and Exits: Silicon Valley Bank Mid-Year 2022 Report

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Panel Discussion: Investor Reactions & Outlook

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Questions?
pbrennan@advamed.org

