



SILVERSKY
LIFESCIENCES

SilverSky Insights:

MEDICA 2018
Impressions



Building Trust. Building Business.



SILVERSKY
LIFESCIENCES



www.medica.de

WORLD FORUM FOR MEDICINE

DÜSSELDORF, GERMANY
12 – 15 NOVEMBER 2018

Member of  **MEDICAlliance**

Meeting Report MEDICA 2018, November 12th – 15th, Düsseldorf, Germany

Author: Dr. Theresa Köhler, Junior Consultant at SilverSky LifeSciences

Venue: Messe Düsseldorf, Fair Duesseldorf

Dates: November 12th – 15th 2018

Overall Impression

The leading international trade fair for the medical sector took place from 12th – 15th November. Around 120.000 visitors from over 155 countries visited the MEDICA and the COMPAMED, the worldwide leading event for the supplier market in medical technology manufacturing. More than 5000 exhibitors from 66 countries presented the latest technologies and innovations in outpatient and clinical care in 17 halls comprising the fields of Diagnostics, Orthopedic Technology, Consumer goods, Medical Technology and Information and Communication Technology. The exhibition was accompanied by a huge program of roughly 1000 speeches and presentations covering Wound Care, Laboratory Medicine, Health Tech as well as Connected Healthcare. Sessions in the Health IT Forum were highly frequented and gave the audience an idea about how the future could look like by explaining the potential of artificial intelligence in diagnostics, for example.

Impressions MEDICA 2018, Düsseldorf, Germany

SilverSky LifeSciences GmbH
Geschäftsführer: Dr. Mirko Stange
Brunnenstraße 23
40223 Düsseldorf, Deutschland

Telefon: +49 211 302708-10
info@silversky-lifesciences.com
www.silversky-lifesciences.com

Amtsgericht Düsseldorf
HRB: 74593
Steuer IdNr.: 106/5799/0691
USt-IdNr.: DE299686277

Bank: Deutsche Bank Düsseldorf
IBAN: DE65 3007 0024 0972 1259 00
SWIFT: DEUTDE33



HIGHLIGHTS

- **BioScaffolder 3.2:** The GeSiM Scaffolder BS3.2 prints 3D scaffolds from cartridges and also seeds cells using especially designed GeSiM piezoelectric pipettes. This technology can be used for rapid prototyping or tissue printing for 3D cell culture and regenerative medicine.
- **sciDROP PICO:** SCIENION's sciDROP PICO enables accurate and precise droplet deposition at picoliter scale which assures the successful dispersion of living cells without the use of glycerol.
- **Cold Plasma for clean water:** The INP Greifswald was able to show that cold plasma can be used not only for microbial but also for chemical decontamination of liquids. Pharmaceutical residues such as the analgesic diclofenac and the hormone ethinylestradiol were efficiently degraded by cold plasma.
- **MEDIP:** Medical IP from Korea promoted their medical imaging software that allows use of augmented and virtual reality for surgeons, but also as a training tool in academia.
- **Castor EDC:** A single Electronic Data Capture platform helps medical researchers and companies to easily handle clinical data and collect continuously data for post-market surveillance.
- **nal von Minden drug screen®:** More than 30 parameters can be detected using the Drug Screen urine rapid test.

You are coming back to MEDICA 2019 next year?

Then meet international IVD & Lifesciences companies at DxPx

The 1st diagnostic partnering conference held in Düsseldorf / Germany at November 18th 2019.



Do you want to learn more about DxPx?
<https://dpx-conference.com>



Impressions MEDICA 2018, Düsseldorf, Germany



INTERESTING LEARNINGS

Machine Learning in epigenomics: not just anymore a tool on shopping sites and in industry 4.0. Artificial intelligence is applied to epigenomics and can speed up learnings in medicine. DNA methylation and histone modifications are major events determining the outbreak of multiple diseases such as cancer, diabetes and neurological disorders. These changes to DNA are passed on to one's offspring and are therefore of special interest in nowadays research. Machine learning is now used for rapid analysis of large volumes of data which is already available on gene modifications and has the potential to revolutionize the medical sector and the understanding of diseases.

Smart Sensors for robotic applications: the group of Dr. Masanori Muroyama from the Tohoku University in Japan gives robots sensory capacity comparable to human skin. In July 2018 an article in "sensors" was published which describes the technology behind the tactile sensors that cover the robot's surface. More than 1000 of those tiny sensors are attached on the outside of the robot allowing it to measure the local pressure and process captured data to enable safe movements of the robot. The MEMS (Micro Electro Mechanical Systems) technology makes it possible to install a force sensor and the electronics on a 1,7 mm chip including rapid signal transmission and a low-cost fabrication.

IMPRESSIONS ON IVD AND LAB TECH

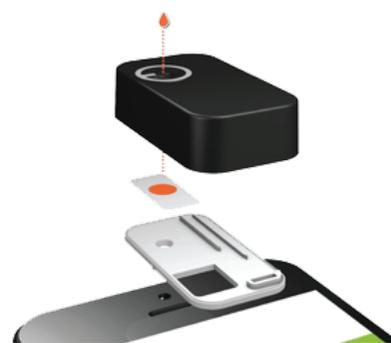
Dr. Benedikt Steuten, Junior Consultant at SilverSky LifeSciences

"In the area of IVD and laboratory technology, this year's MEDICA (especially in Hall 3A) has seen a strong presence of British companies, especially young and fast-growing companies, such as Oxford Immunotec Ltd with promising, diagnostic technologies. Snibe Diagnostic from China and the US-led diagnostics company LumiraDx presented themselves comparatively large. Both want to compete with market leaders with high-gloss (strongly Apple-influenced) POC platforms including low-cost test strips and high digital connectivity."

INSIGHTS ON TECHNOLOGY FROM TAIWAN

Gregory Rall, Consultant at SilverSky LifeSciences

iXensor Co. Ltd. from Taipei in Taiwan has developed an outstanding technology called PixoTest® that utilizes the lightning and image sensing module of the smartphone to analyze biochemical test strips. Like taking a picture with your mobile phone, the color change reaction of the test strip is captured by the camera and your device will deliver quantified or semi-quantified results. The PixoHealth App helps patients with diseases such as diabetes and cardiovascular and infectious pathologies to steadily monitor their physical status.



Impressions MEDICA 2018, Düsseldorf, Germany



FREE Bionics Inc., also from Taipei in Taiwan, invented a robotic exoskeleton to let paralyzed people walk again. The FREE walk robotic system provides power, stability and support to people that suffer from spinal cord injuries. In 2017 FREE Bionics was founded as a spin off from the Industrial Technology Research Institute and its team is committed to research for technical solutions to make life easier for people with disabilities.

The **Industrial Technology Research Institute ITRI** is the leading nonprofit technology and R&D institute in Taiwan. It is holding close partnership to institutes worldwide and focusses on Smart Living, Quality health and Sustainable Environment. The institute received the CES Innovation Award for two consecutive years. The Hybrid Power Drone with High Payload and Duration was honored in the category Robotics and Drones of the CES 2019 Innovation Competition. This octocopter with 3 meter axis diameter can carry weight up to 30 kg and stay in the air for 45 minutes.



WeMED Bio-Tech from New Taipei City in Taiwan develops intra-medullary endo-transilluminating surgery devices. The iMET, a tiny and biocompatible LED, can be connected to catheters to guide the Screw Hole Positioning during surgery. Studies could prove impressively that this technology saves significant time during surgery and reduces the chance of repetitive drilling or re-insertion of the screws.

DxPx Conference

The international Diagnostics Partnering Conference on November 18th, 2019 – Duesseldorf, Germany

“ A solution just and only for stakeholders from the diagnostics and life science research tool field. Get to know each other. Exchange views. Do business together. ”

- Dr. Mirko Stange, Founder DxPx Conference -



www.dpx-conference.com

Impressions MEDICA 2018, Düsseldorf, Germany

SilverSky LifeSciences GmbH
Geschäftsführer: Dr. Mirko Stange
Brunnenstraße 23
40223 Düsseldorf, Deutschland

Telefon: +49 211 302708-10
info@silversky-lifesciences.com
www.silversky-lifesciences.com

Amtsgericht Düsseldorf
HRB: 74593
Steuer IdNr.: 106/5799/0691
USt-IdNr.: DE299686277

Bank: Deutsche Bank Düsseldorf
IBAN: DE65 3007 0024 0972 1259 00
SWIFT: DEUTDE33



About SilverSky and our Diagnostics Practice

More than 100 years expertise in diagnostics:

SilverSky is a small and highly specialized consultancy focused on diagnostics, medtech and biotech. It purposefully restricts its services to corporate financing, business building and innovation funding. Founder Dr. Mirko Stange has put together an energetic, experienced, international and interdisciplinary team to efficiently cover a wide range of skills decisive in the successful founding, expansion and motivation of life science organizations.

Dr. Ron Opstelten, Ph.D.



Our trained Ph.D. with his in-depth experience in global sales, marketing and business development will support you on business aspects such as developing and executing business plans, setting up sales strategies and organizing sales channels, and launching and managing your innovative product. He will use his experience of 30 years in exploiting new market opportunities, as well as the challenging phases of startups, to surpass the “Valley of Death” phenomenon. Ron’s support is not restricted to developing plans; plan execution is also well within his offering.

Dr. med. Anne Thews, M.D.



Our trained medical doctor will use her significant experience in international marketing and global medical affairs to assist you with launching and managing your challenging product. She will use her deep understanding, gained from over two decades building new international business units and startups, to fine-tune your go-to-market strategy and, if needed, could support you hands-on with implementation.

Dr. Mirko Stange, Ph.D.



Dr. Stange is founder and CEO of the SilverSky Group. His expertise in corporate finance is derived from his longstanding position as a consultant at Mc Kinsey and Droege Comp. As interim managing director of numerous medtech and diagnostics companies, he also has proven track record in successfully securing risk capital and business building. He gained a PhD in Biochemistry and Biophysics with a focus on cardiovascular diseases from the University of North Carolina at Chapel Hill and a diploma in chemistry from the Heinrich Heine University Duesseldorf.

E-Mail: info@silversky-lifesciences.com

Phone: +49 211 302708-12

Web: www.silversky-lifesciences.com



SilverSky
Unternehmensberatung GmbH

Brunnenstraße 23
40223 Düsseldorf
Deutschland

Phone: +49 211 302708-12
E-Mail: info@silversky-lifesciences.com
Web: www.silversky-lifesciences.com



SILVERSKY
LIFESCIENCES