



# MEDTECH REDEFINES

THE FUTURE OF **HEALTH CARE** 





# The MedTech Conference 101: Why Attend + Pro Tips

Tuesday, July 29, 2025

# Today's Agenda

- 1. AdvaMed Welcome & Introduction to #MTC25
- 2. Who You Can Meet
- 3. Medtech Campus Highlights
- 4. Small Companies and Investor Overview
  - Q&A with Juliana Elstad
- 5. Education, Speaker Highlights & Networking
- 6. Attendee List Preview
- 7. Conference Checklist
- 8. Q&A





# Today's Speakers



Erin Lee, VP, Marketing & Customer Experience, AdvaMed



Beth Perkins, Senior Director, Business Development & Investor Relations, AdvaMed



Nancy Creel, Senior Director, Education & Industry Programs, Conferences & Events, AdvaMed



Juliana Elstad, CEO, Vibrato Medical, Inc.



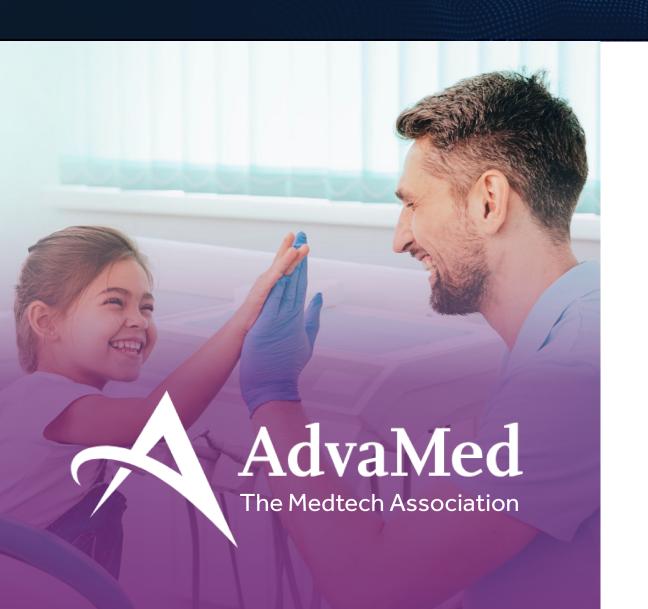






# AdvaMed: The Medtech Association





#### **Our Mission**

Accelerating medical technologies to improve patient lives.

#### **Our Vision**

Shaping a world where access to medical technology improves the life of every patient, every time.

AdvaMed has over **600+ members** representing:

- Medical device manufacturers
- Diagnostic companies
- Digital health companies
- Medical imaging companies
- Health care service providers

# 2025 Sponsors









Johnson & Johnson Med Tech















McKinsey & Company









## **#MTC25 Committees**



### **Steering Committee**

**Lisa Earnhardt**, Executive Vice President and Group President, Medical Devices, *Abbott* 



**Mick Farrell**, Chairman & CEO, *ResMed* 

### **Host & Local Committee**



Chair: **Juliana Elstad,** Chief Executive Officer and Board Member, *Vibrato Medical, Inc* 



Chair: **Shaye Exner**, Vice President, Events & Sponsorship, *Biocom California* 

### **Program Committee**



Chair: **Holly Sheffield**, President, *Cooper Surgical* 

### Join 4,000+ medtech leaders for



**Unparalleled Access** to the Medtech Community



Medtech Partnering, Investor Forum & Networking



**Medtech Education** & Company Presentations



Join 1,800 Innovative Medtech Companies

### Why Attend The MedTech Conference?

- Global Access & Medtech C-Suite
- Comprehensive Medtech Education
- Interactive Company Stages
- Valuable & Timely Regulatory Insights
- Investment Opportunities
- Patient-centric Solutions
- Research And Innovation





35+
countries



nearly **50%** of attendees are executive medtech leaders



25+

health and medtech sectors represented

#### **JOB FUNCTIONS**

**Business Development** 

Communications

Good Manufacturing

Practices

Government / Legislative

Affairs

Health Care Compliance / Global Compliance

Human Resources / Human

Capital

Investment / Finance

IT

Legal

Management Marketing

Ophthalmology

Orthopedic

Media

Medical / Scientific Affairs

Policy

**Product Manufacturing** 

Regulatory

Reimbursement

Sales Other

#### **INDUSTRY SECTORS**

Anesthesia & Respiratory

Blood Cardiology

Contract Manufacturing

Dental

Diabetic Care

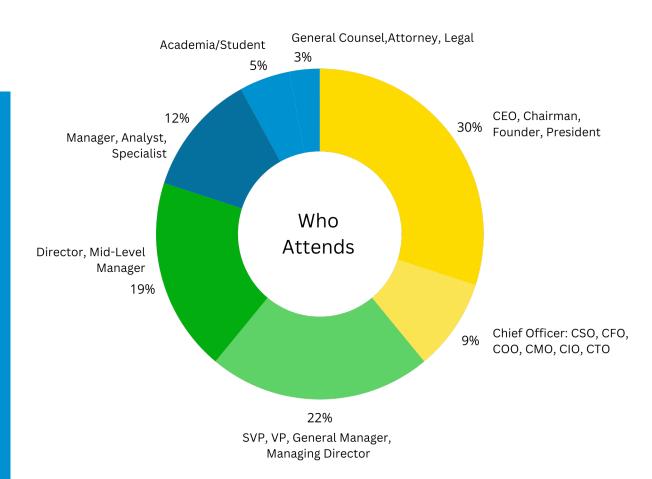
Diagnostic Imaging

Dialysis

Digital Health

Drug Delivery
Ear, Nose & Throat
Endoscopy
Gastroenterology
Hospital & Health Care Supply
In Vitro Diagnostics
Infectious Disease
Neurology

Physical Medicine & Rehabilitation Patient Monitoring Radiation Therapy Surgical Devices Urology Wound Management Women's Health



### Who Attends #MTC25?













	Start-Ups & Early Stage	Service Providers & Suppliers	Hospital Buyers	Government & Global	Manufacturers	Investors & Strategics
Who	CEO / Co-Founder Business Development	Product Development Strategist Quality & Compliance	Chief Innovation Officer Hospital Procurement Officers	International Policy Strategy Government Affairs & Policy Economic Development Officer Policy Analyst / Regulatory Affairs Manager	Large Medtech CTO, Al/ML, Product Innovation	Venture Partner Principal / Partner Analyst
Why #MTC25	<ul> <li>Access to hundreds of investors</li> <li>Visibility infront of medtech leaders</li> <li>Forge growth partnerships</li> </ul>	- Opportunity to pitch products & services - Meet qualified prospects & secure new business	<ul> <li>Align on industry public health priorities</li> <li>Access to medtech leaders and new tech</li> </ul>	- Critical policy/regulatory education	<ul> <li>Connect with thousands of medtech leaders</li> <li>Reinforce leadership across strategic focus areas</li> </ul>	<ul> <li>Find emerging companies</li> <li>Exposure to large medtech pipeline presentations &amp; other investors</li> <li>Peer to peer networking</li> </ul>
Recommended Content	BD & Investment Strategy: What's Fueling the Next Wave of Medtech Deals and Investments?	Manufacturing Resilience & Quality: How Do We Set Our Sights on the Future?	Health Care Delivery & Payment Models: How is Hospital at Home Evolving?	Global Access & International Policy: What's the Latest Playbook for Navigating Tariffs?	Digital Health & Al Trends: What's in Store for the Future of Wearables?	Company Presentations Diagnostics & Imaging Innovation: What's the Future of Cancer Care?

"We're an early stage company so it's easy to focus on funding, but [The MedTech Conference] has provided so much more... We also found our development and quality partners here that have helped other start-ups scale."

Steve Morrow

CFO, Forest Devices

"What better place do you have to meet the top CEOs of very large companies, small start-ups and everything in between?"

**Kevin Lobo** Chairman and CEO, Stryker

"This is where I meet with our industry – with my peers, with suppliers, with colleagues... It's the one conference I would not miss for anything."

Nadim Yared
President and CEO, CVRx



# #MTC25 Schedule at a Glance

SCHEDULE AT A GLANCE	SUNDAY OCTOBER 5	MONDAY OCTOBER 6	<b>TUESDAY</b> OCTOBER 7	<b>WEDNESDAY</b> OCTOBER 8
Networking Events	<b>②</b>	•	•	<b>O</b>
Special Programs & International Spotlight	•			
Panel Sessions & Corporate Reverse Pitches		•	•	•
NEW Startup Pitch Competition	<b>②</b>			
Keynotes		<b>⊘</b>	<b>Ø</b>	•
1x1 Partnering Meetings		•	<b>⊘</b>	<b>⊘</b>
Medtech Campus				
Exhibit Hall				
CEOs Unplugged				
Patient Pavilion				
Company Presentations				
Innovation Pavilion				
Solutions Showcase				
MedTech Innovator Showcase				
Tech in Motion Hub				
Investor Forum	<b>Ø</b>	•	•	•
NEW Open Night		<b>O</b>		

MONDAY IS
OPEN NIGHT
Suggest to
host dinners!



# Medtech Campus Preview

8

What's New



# **Snapshot of Participating Companies**









































### THE MEDTECH CAMPUS



## **Next Generation Medtech**

AdvaMed is proud to offer a unique program (not a career fair) designed to provide exposure to the fast-growing field of medtech.



San Diego State University





- Access to thousands of medtech companies and CEOs
- Network all week long in the medtech campus and NextGen Hub
- Learn about a variety of career opportunities in medtech
- Attend timely medtech programming
- Network with students and engineering peers
- Enhance professional development skills











### Who Qualifies:

- Current Students or Recent Graduates
- Professional with less than 5 years of experience in medtech, healthcare, biomedical engineering, or related field

Verification of academic engagement, employment, or industry affiliation is required.

Interested in bringing multiple participants? Email smaki@advamed.org to learn more.

How to Register: Visit https://themedtechconference.com/register/ and complete the application. If approved, registration begins at \$195.





# Tech in Motion Hub – Tech Spotlight

Top medical device and equipment manufacturers will lead product demos and showcase their technology in this high-energy and immersive area of the Medtech Campus.



### **2025 Participants**









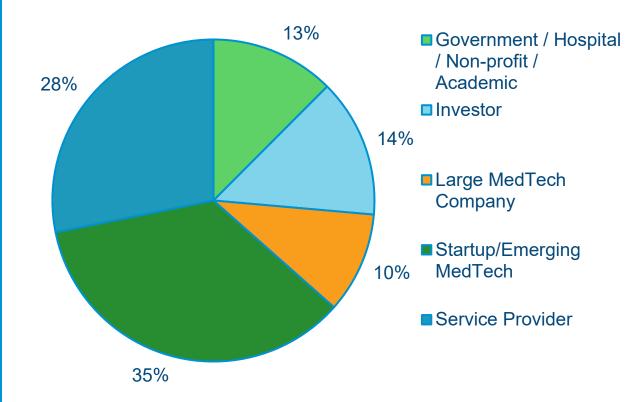


# Medtech Partnering Overview

- Structured opportunities to connect and close deals for investors, customers, or partners from curated 1:1 meetings to institutional investor forums
- Dedicated space and suites in the Medtech Campus
- Hosted more than 2,580 meetings in 2024
- 75%+ of attendees use the partnering system
- Start-up companies are the most engaged and have the most confirmed meetings



### **Participating Company Type**







"No other conference provides to leaders of global companies, early-stage technologies, investors, industry experts, and more, creating a unique opportunity to network, learn about the latest technologies, trends, regulations, and return energized and inspired."

- Jorgen Hansen, CEO, Gravitas Medical



### What Does #MTC25 Offer Small Companies?

- Global access and the opportunity to meet potential investors and hundreds of medtech executives, suppliers and policymakers under one roof.
- Effective networking and education using our partnering tool, MyMedTech to identify key meeting targets and build your conference agenda.
- Specialized Programming
  - Accel Leadership Seminar
  - Company Presentations
  - Medtech Innovator Showcase
  - Innovation Pavilion

## **Expanded Opportunities for Small Companies**

#### **Exhibit Kiosk in the Innovation Pavilion**

36 Opportunities Available - \$3,000

Dedicated space for early-stage device, diagnostic, digital health, and imaging companies to showcase their groundbreaking technologies to industry leaders, investors, and potential partners.



**Learn More & Apply >>** 

### **Give a Company Presentation**

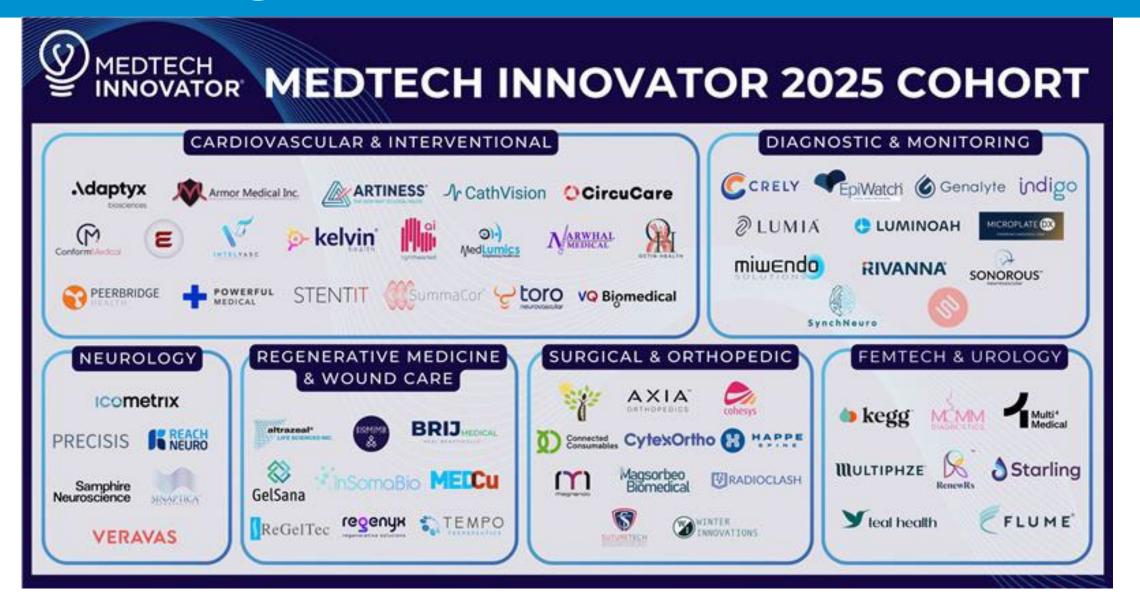
50 Opportunities Available - \$1,000

9-minute podium presentations showcasing latest technologies, business objectives, and investment and partnership goals. Startups to commercial-stage companies are eligible.



Learn More & Apply >>

# Presenting Companies: MedTech Innovator



### #MTC25 Investor Preview

VCs • Angel Investors •
Private Equity •
Investment Bankers •
Institutional Investors •
Analysts • Family Offices

Qualified investors receive a complimentary registration

832 Asset Management **Altaris Capital Partners American Heart Association Arboretum Ventures BayMed Venture Partners** Beyond Next Ventures, Inc. **BNP Paribas** Catalyst Health Ventures Citi Deerfield Management **Features Capital** Gilde Healthcare Heinz Ventures IAG Capital Partners **ID3** Ventures Life Science Angels **Linden Capital Partners** MedTech Angels MedTech Syndicates MedTeCX

Morgan Stanley Nexus NeuroTech Ventures Nimbus Synergies Opus8, Inc. **Pierpoint Capital** Playground Global Revival Healthcare Capital RoundTable Healthcare Partners SCOA US Healthcare Investments Tailwinds Venture Tampa Bay Wave **TCA Venture Group** Tema (Investor) **Tramway Ventures Truist** Vensana Capital Visionary Ventures Water Street Healthcare Partners **Xcellerant Ventures** 

# Corporate Reverse Pitch Presentations

Hear the about the latest in medtech, direct from the top companies in our industry.

These 15-minute presentations feature global business and corporate development executives presenting their companies' strategic priorities.







### **2025 Participating Companies**



**Alcon** 



















Johnson & Johnson Med Tech



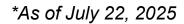












# Q&A with Juliana Elstad



CEO, Vibrato Medical, Inc.



"AdvaMed provides an unparalleled opportunity to connect with medtech leaders. Where else can you casually discuss business philosophy with the CEO of a multi-billion-dollar company over happy hour? These relationships often lead to invaluable insights—and sometimes even M&A deals!"

Education Speaker Highlights Networking

### **Education Overview**





# Panel Sessions & Company Presentations

400+ medtech experts and timely topics spanning AI, M&A, diagnostics, global access, reimbursement, and more.



### **Keynote Sessions**

Latest insights and inspiration on patient experience, AI, and regulatory innovation.



### **Special Programming**

Curated, timely, and in-depth programs for targeted medtech audiences and the broader medtech ecosystem.



#### **Investor Forum**

Where medtech innovators can connect with qualified members of the investment community to discuss their promising new ventures.



### **Education Themes**

MEDTECH M&A

TRENDS IN DIAGNOSTIC TESTING

GLOBAL REGULATOR PERSPECTIVES HEALTH AT HOME & CONNECTED CARE

**GLOBAL MEDTECH STRATEGY** 

DATA ACCESS, REGULATION & REIMBURSEMENT OF AI IN MEDICAL DEVICES

STRATEGIC INVESTMENT IN MEDTECH

DIGITAL HEALTH REGULATORY & REIMBURSEMENT STRATEGY



## **Patient Pavilion**



















# Medtech Leaders to Speak at #MTC25





















# **Session Snapshot**

- Emerging Geopolitical Risks & Cross-Border Supply Chain Uncertainty:
   Mitigation Strategies for MedTech
- Pulse of the Medtech Industry: Five Vectors
   That Are Impacting Medtech in 2025 and
   Beyond
- Health Tech Convergence: Collaborations
   Between MedTech and Big Tech
- The Point of Impact: Charting the Future of Decentralized Diagnostics

- Regulator Perspectives: Advancing Global Harmonization & Regulatory Reliance to Accelerate Access to Medtech
- Al-Powered Healthcare: Unlocking Data, Accelerating Adoption, and Scaling Sustainable Innovation
- Navigating the Regulatory Maze: Strategic
   Approaches to Cybersecurity Compliance in Medical Devices
- Where Do We Go from Here: Benefits and Barriers to Developing Devices for Women

# Digital Health & Al @ MTC25

### What's Next for Digital Health?

- Al-Powered Health Care Unlocking smarter care through better data
- Scaling GenAl in Medtech How top companies are transforming their R&D, clinical trials, and supply chain systems
- Connected Care & Remote Monitoring – Quality care wherever patients are
- Big Tech + Health Tech
   Collaboration How Big Tech and
   Medtech are collaborating on innovative
   solutions
- The Future of Wearables How sensors and smart devices will redefine the next 50 years of health innovation

**NEW** Sunday Special Programming Sponsored by





# 

### **Monday Luncheon**

### **Tuesday Luncheon**

### **Wednesday Breakfast**

Redefining the Future of Health Care: A Visionary Conversation with....

Redefining the Future of Health Care Through Al Featuring Redefining The Future of Health Care through Regulatory Innovation – CDRH Townhall Featuring







Will be announced next month

Chief Scientific Officer, Microsoft
Health & Life Sciences

DR. MICHELLE TARVER

Director, Center for Devices and
Radiological Health







## Medtech Networking All Week Long











### **SUNDAY**

New Start-Up Competition

Global Medtech Welcome Reception

### **MONDAY**

NEW Medtech Campus
Booth Crawl – Featuring
SMTA Reception in the
Innovation Pavilion

Open Night (General Attendees)

### **TUESDAY**

Chairman's Cheers Reception @ The Medtech Campus

CEO Reception MTC Live! @ Eve

### **WEDNESDAY**

Networking Lunch @ Medtech Campus

Discover cool new connections all week long with meetups, receptions and special events!

# Attendee List Preview

Full List Available Mid-August



# Join These Leaders in San Diego

- Abbott, Director Global Quality Excellence
- Alexander Group, Principal
- Amazon, VP, Devices & Services
- Amazon, Regulatory Affairs Specialist
- American Heart Association, Managing Partner
- ASP, Group President
- Axena Health, CEO
- Bayer Corporation, Sr. Director Global Regulatory Strategy
- Baylis Medical Technologies, Inc., CEO
- Bio-Rad Laboratories, Director Scientific Affairs
- Boston Scientific Corporation, VP, PI Health Economics
- CooperSurgical, Inc., President
- Deloitte, Vice President, Life Sciences

- Edwards Lifesciences Corporation, Senior Vice President, Strategic Innovation
- Element Science, Inc., Founder, President & CEO
- Fujifilm SonoSite, Inc., CEO
- GE HealthCare, President and CEO
- Georgia Institute of Technology, Chief Engineer
- Google LLC (Fitbit), Technical Program Manager, Regulatory Affairs
- HTEC, Chief Digital Officer
- Icahn School of Medicine at Mount Sinai, Medical Student
- IDA Ireland, Head Of Medical Technologies
- Insulet Corporation, President & CEO
- Invest Puerto Rico, CEO
- IQVIA Inc., VP MedTech

# Join These Leaders in San Diego

- Johnson & Johnson MedTech, Head of JLABS Korea
- Johnson & Johnson MedTech, Head, Med Tech, U.S. Federal
   Affairs
- Karl Storz Endoscopy-America, Inc., President
- KPMG LLP, Principal
- Linden Capital Partners, Co-Founder and Partner
- McKinsey & Company, Partner
- Medical Alley Association, President & CEO
- MedTech Europe, CEO
- Medtronic, Vice President, Health Economics, Policy, and Reimbursement
- Medtronic, SVP, President of Medtronic Greater China
- MT Japan / JFMDA, China WG Leader (JFMDA)
- MTPConnect Australia, Director Partnerships
- Orthofix, Regulatory Affairs
- Philips, Director, Regulatory Science & Policy

- PMDA, Senior Scientist
- Powerful Medical, Inc., CEO & Co-Founder
- Ranfac Corporation, Manufacturing Engineer
- ResMed Corp., Chairman and CEO
- San Diego State University, Director, Technology Transfer
- Siemens Healthineers USA, Head of Regulatory Policy
- Solventum, Manager, Global Policy
- Stanford Biodesign, Director
- Stryker Corporation, Senior Director, Heath Economics and Market Access
- Terumo Blood and Cell Technologies, President and CEO
- Truist, Managing Director, M&A
- U.S. Food and Drug Administration, Division Director
- Zimmer Biomet, VP, BD & Strategy
- ZOLL Medical Corporation, CEO

Your #MTC25 Success Checklist

# Official Hotels Just Steps Conference

### **Book Your Hotel With 3 Easy Clicks**

- ✓ Lock in exclusive group rates and stay steps from the action.
- ✓ Book early to secure your preferred accommodations while availability lasts.

### **Hotel Options**

- 1. Marriott Marquis San Diego Marina
- 2. Omni San Diego Hotel
- 3. Hard Rock Hotel
- 4. Hilton San Diego Gaslamp Quarter
- 5. Pendry Hotel
- 6. SOLD OUT Manchester Grand Hyatt



# Travel to San Diego with Ease





SAN has 70+ direct flights



Walkable Convention Center



Rideshare in minutes



Trolley + ferry access



**Perfect weather** 

### Why San Diego is a breeze for travelers:

- **1. Major airport access:** San Diego International Airport (SAN) offers nonstop service from 70+ cities.
- 2. Quick arrivals: Just 10 minutes from the airport to downtown—no long commutes.
- **3. Walkable downtown:** Hotels, restaurants, and the Convention Center are all within walking distance.
- **4. Easy transportation:** Rideshare, trolley, and ferry options make getting around stress-free.
- 5. Weather that works: No travel delays thanks to San Diego's sunny skies and 70° temps.



# **Destination for Global Medtech Teams**

#### Ideal For:

- 1. AdvaMed Member Companies
- 2. Small and Large Medtechs
- 3. Service Providers & Suppliers
- 4. Emerging Professionals
- 5. Investors
- 6. International Delegations
- 7. Students & Universities
- 8. Hospital and Procurement

The MedTech Conference brings together more than <u>1,800 companies</u> from 30 countries in a dynamic environment designed for:

- 1. Find investors and partners for your company in the new Medtech Campus
- Advance your team's global medtech business development
- 3. Showcase or promote your cutting-edge technology innovations
- Attend world-class education across 20+ cross cutting themes
- 5. Access to thousands of global medtech leaders and innovators all week

### Register by July 31 & Save

### Pricing based on company size or category

For AdvaMed Members 🔨	Early Bird Rate (ends July 31)	Standard Rate*
Accel Start-ups/Emerging Medtech (Pre-Revenue to <\$1M)	\$900	\$995
Accel Start-ups/Emerging Medtech (Revenue \$1M to <\$100M)	\$1,500	\$1,650
Large Medtech Company (Revenue > \$100M)	\$2,625	\$2,875
Service Provider	\$2,725	\$2,975
Government/Hospital/Non-profit/Academic	\$1,550	\$1,800

For Non-Members	Early Bird Rate (ends July 31)	Standard Rate*
Start-ups/Emerging Medtech (Revenue <\$100M)	\$1,750	\$1,900
Large Medtech Company (Revenue > \$100M)	\$2,900	\$3,100
Service Provider	\$2,995	\$3,250
Government/Hospital/Non-profit/Academic	\$1,550	\$1,800

By Application	Rate
Media	Free
Investor	Free
Student & Early Career	\$195
Hospital Buyers	Free



Standard

# Follow #MTC25 News + Join The Conversation



# **LinkedIn:** Follow and join

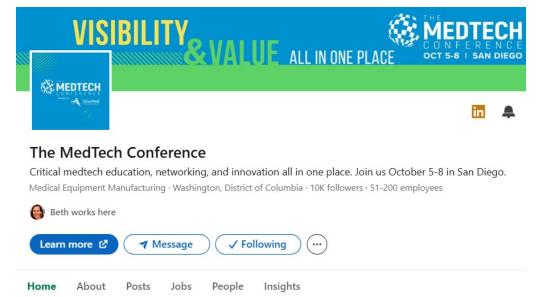
the conversation

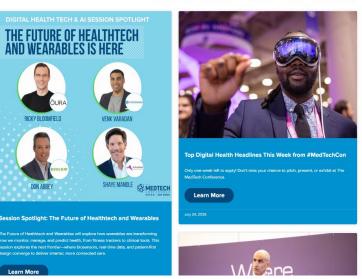


### Event Updates: Your one-stop shop for event news

Event Updates Announcements Connection Education Medtech Campu

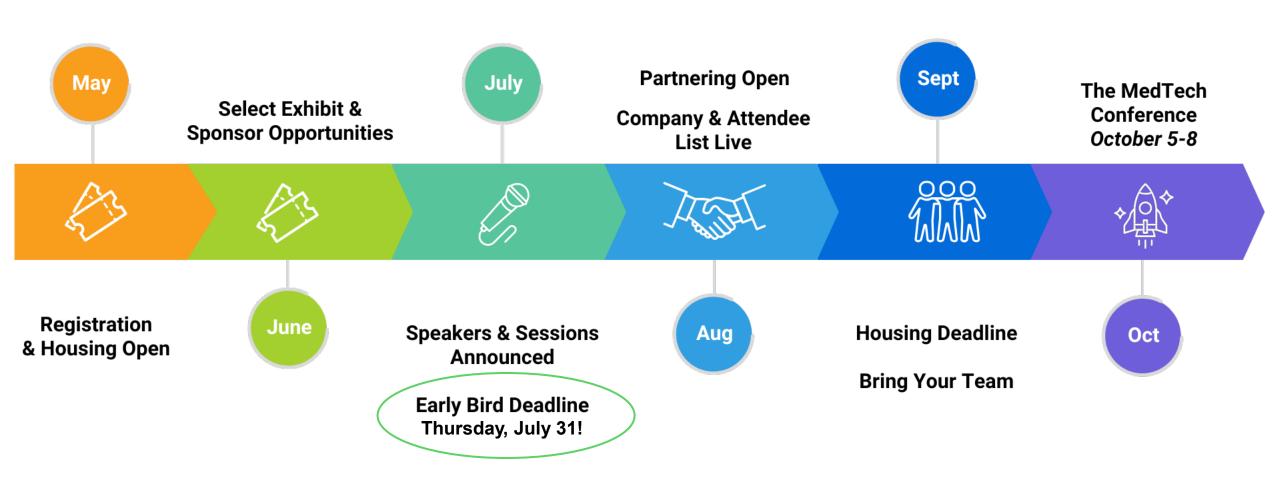






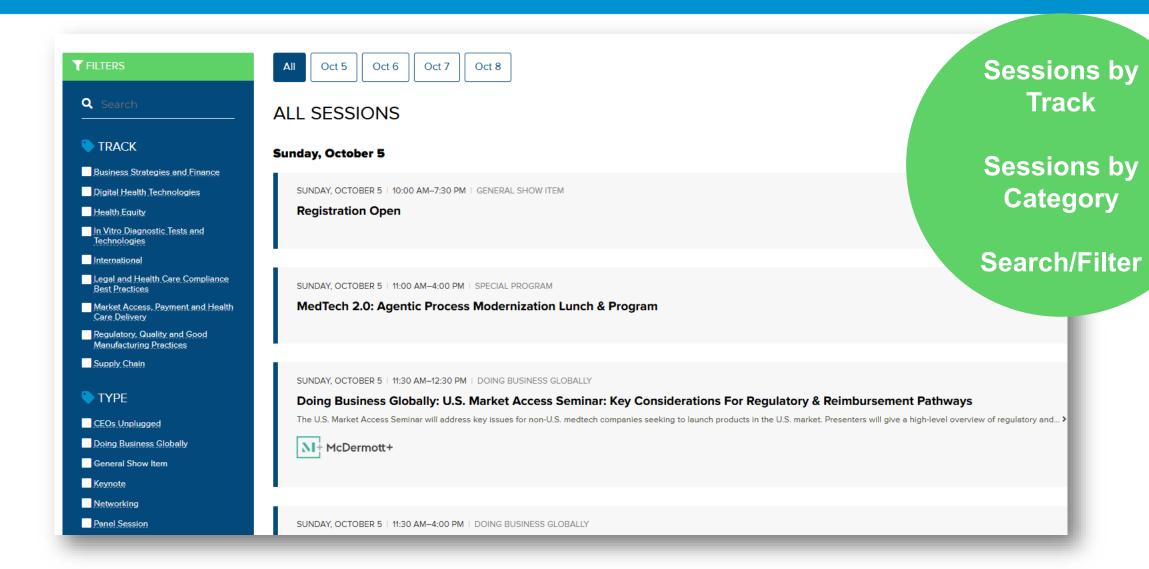


# 68 Days Until #MTC25



## Schedule at a Glance





# #MTC25 Checklist Road to San Diego

### **Register Your Team**

- ☐ Review registration and housing
- ☐ Register by July 31
- ☐ Housing Deadline September 20

### **Start Your Planning**

- □ Review Schedule at a Glance
- ☐ Consider an Innovation Pavilion exhibit kiosk or Company Presentation
- ☐ "MyMedTech" Partnering Opens in August
- ☐ Browse the Attendee List

### **Spread the Word**

- ☐ Follow us on LinkedIn
- ☐ Use our marketing toolkit to promote to your network



# Handy #MTC25 Links

### **Register & Book Housing**

- □ <a href="https://themedtechconference.com/register/">https://themedtechconference.com/register/</a>
- □ <a href="https://themedtechconference.com/travel-and-housing/">https://themedtechconference.com/travel-and-housing/</a>

### **Start Your Planning**

- □ <a href="https://themedtechconference.com/2025-schedule/">https://themedtechconference.com/2025-schedule/</a>
- □ <a href="https://themedtechconference.com/medtech-campus/">https://themedtechconference.com/medtech-campus/</a>

### **Event Updates**

□ <a href="https://themedtechconference.com/event-updates/">https://themedtechconference.com/event-updates/</a>

### LinkedIn

□https://www.linkedin.com/company/the-medtech-conference/









