



## Diving Deeper Into The Commercialisation of Digital Therapeutics

Berlin, Germany | December 3-4th, 2019

Conference Day 1, Tuesday 3rd December 2019

8:00 Registration, Breakfast & Networking

9:00 **Chair's Opening Remarks & Setting the Scene**

- How has the industry progressed since DTx Europe 2019?
- What should we expect to have learnt by the end of DTx Berlin 2019?

**Kim Baden-Kristensen**, CEO & Co-Founder, [Brain+](#)

### Where Are We Right Now With Digital Therapeutics?

9:10 **Keynote Presentation: Moving mountains - Lessons on how to crack the NHS from Big Health's mission in the UK.**

**Charlotte Lee**, Director, [Big Health](#)

9:35 **Presentation: A New Healthcare Mindset - Product-as-a-service.**

- Introduction of "MedWare"
- How we develop the next generation of digital healthcare services
- Current projects and new ideas & software tools

**Thilo Kölzer**, CEO, [Antwerpes](#)

10:00 Panel - **Digital Therapeutics: Approval, Reimbursement and Distribution**

- How are digital therapeutics currently being viewed in Europe?
- Should there be a standardized regulatory approval process for digital therapeutics across Europe?
- How successfully are digital therapeutics securing reimbursement and what are the challenges we face?
- Other than the leading routes to market, are there any other suitable ways to scale digital therapeutics?
- How are pharma influencing the direction of digital therapeutics?
- What is the biggest threat to the potential of digital therapeutics?

- **Anish Shindore**, VP, Head of Digital Acceleration, [Sanofi](#)
- **Jessica Shull**, European Lead, [Digital Therapeutic Alliance](#)
- **Elena Mustatea**, CEO, [Bold Health](#)
- **Gareth Stokes**, Partner, [DLA Piper](#)

10:40

**Morning Refreshments & Networking**

**Regulatory Approval - The Be All & End All?**

11:20 Presentation - Digital Therapeutics Deliver Evidence-Based Results – The DarioHealth Story

- A look at how Dario Health gained regulatory approval and European CE marking.
- Building a DTx company – what it takes to have a successful organization

**Eitan Feniger**, VP of Connected Devices, [Dario Health](#)

11:45 Presentation - **Dopavision's Mission to treat Myopia.**

- We hear more about Dopavisions light stimulation therapy.
- What are their plans for further down their line, do they intend to get regulatory approval in Europe?
- An insight into Dopavisions Financing round with Boehringer Ingelheim and what's to come.

**Stefan Zundel**, Co-Founder and Managing Director, [Dopavision](#)

12:10 Presentation - **Beats Medical Commercialising DTx for Neurological and CNS Conditions**

- An insight into how Beats Medical combine allied health therapies and technology.
- We hear about Beats Medical's journey to commercialisation and brand leadership.
- We learn more about future plans for Beats Medical

**Ciara Clancy**, CEO, [Beats Medical](#)

12:35

**Lunch & Networking**

**Reimbursement & Pricing**

2:00 Presentation - **Using Digital Therapeutics To Manage Respiratory Conditions.**

- An insight into how NuvoAir's digital therapeutics help to monitor and manage lung function.
- We hear about NuvoAir's experiences getting their digital therapeutics reimbursed by the NHS.
- An exploration into what's next for NuvoAir.

**Lorenzo Consoli**, CEO & Co-Founder, [NuvoAir](#)

2:25 Presentation - **Using Virtual Reality To Treat Anxiety And Panic Disorders.**

- An insight into exposure therapy and the evidence behind it.
- We hear more about Symptient's journey to securing reimbursement- the hurdles they face and the barriers they've overcome so far.
- A look into what's next for Symptient.

**Christian Angern**, Co-Founder and Managing Director, [Symptient](#)

2:50 Panel - **What Do Digital Therapeutic Companies Need To Do To Secure Reimbursement?**

- What will it take to get to a defined journey to reimbursement for European digital therapeutic companies?
- What are the main challenges digital therapeutic companies face whilst trying to secure reimbursement?
- How do we overcome these challenges to encourage reimbursement?
- What evidence do companies need to provide to secure reimbursement?
- How are digital therapeutic companies working with private insurers to secure reimbursement?

- What are the core features that national healthcare systems are looking for when analysing digital technologies?
- **Anish Shindore**, Head of Digital Acceleration, [Sanofi](#)
- **Christian Angern**, Co-Founder and Managing Director, [Sympatient](#)
- **Lorenzo Consoli**, CEO & Co-Founder, [NuvoAir](#)
- **Dr. Wolfgang Lauer**, Head of the Medical Devices Division, [Federal Institute for Drugs and Medical Devices \(BfArM\)](#)

3:35

### Afternoon Refreshments & Networking

### Deep-Dive Into The German Landscape

4:25 Presentation - **Insights Into The Federal Ministry of Health's Journey to Digitalise the German Healthcare System**

**Dr. Gottfried Ludewig**, Head of Division 5, Digitalisation & Innovation, [German Federal Ministry of Health](#)

4:55 Panel - **What Needs To Change For Digital Therapeutics To Be Successfully Adopted In Germany?**

- The Digital Care Act has officially been passed, how will this impact the adoption of digital therapeutics in Germany?
- How do we get health professionals to buy into and prescribe digital therapeutics?
- Are German data protection laws preventing digital therapeutics from flourishing in Germany?
- How can we encourage society to trust the digitalisation of healthcare?
- What else needs to be done to encourage the adoption of digital therapeutics in Germany?

**Moderated by Lina Behrens**, Managing Director, [Flying Health](#)

- **Stefan Beerhalter**, VP of Life Sciences, [German Accelerator](#)
- **Dennis Hermann**, VP of Business Development & Corporate Finance, [Kaia Health](#)
- **Nick Schneider**, Head of Division 511, New Technologies & Data Use, [German Federal Ministry of Health](#)

5:35 **Drinks Reception - Hosted by Eversana**

6:40 Close of Day 1

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## Conference Day 2, Wednesday 4th December 2019

8:00 Breakfast & Networking

9:00 Chair's Opening Remarks

- Recap of Day 1 – What lessons have been learnt already and what discussions stood out?
- A look ahead at Day 2 – What can we expect to learn today?

**Lina Behrens**, Managing Director, [Flying Health](#)

9:10 Keynote - **Lessons Learnt From The Frontline of Digital Therapeutics.**

- Introduction of Akili and our current activities
- What are the various options for Digital Therapeutics to ensure growth and sustainability of their business model.

**Vincent Hennemand**, SVP, Strategy, Corporate and Business Development, [Akili Interactive](#)

### Scaling Digital Therapeutics in Europe

9:35 Presentation - **Digital Therapeutics Need Credible Partnerships**

- Like-minded entrepreneurs drive the future in healthcare
- Patients are always at the heart of digital therapeutics
- Lessons learned from deprexis® reduce period of test & learn
- Vocation and commercial excellence accelerate adoption in Germany

**Silvio Riese**, Digital Projects Manager, [Servier](#)

10:00 Presentation - **Treating Chronic Back Pain Using Multimodal Therapy.**

- We learn more about the success of Kaia Health's digital therapeutic for pain relief.
- An insight into Kaia Health's decision to take the "Over The Counter" route instead of making it a prescribed product.
- A look into the evidence behind the scalability of Kaia Health and the populations it is reaching via this route.
- We hear more about Kaia Health's plans for future digital therapeutics.

**Dennis Hermann**, VP of Business Development & Corporate Finance , [Kaia Health](#)

10:25 Panel - **What Is The Best Route To Take When Scaling Digital Therapeutics?**

- Is there a "best route" to market and does this differ across european countries & in the US?
- Is there a danger of limiting your overall impact by choosing one closed route?
- What are the disadvantages of the over the counter route and the prescription only route?
- Would a combined approach be more suitable?
- Are there alternative routes to market that should be considered?
- What has been the most surprising lesson learnt from the front line of scaling digital therapeutics?

- **Dennis Hermann**, VP of Business Development & Corporate Finance , [Kaia Health](#)
- **Vincent Hennemand**, SVP Strategy Corporate and Business Development, [Akili Interactive](#)
- **Edouard Gasser**, CEO, [Tilak Healthcare](#)
- **Alexandre Capet**, COO, [Voluntis](#)

11:10

**Morning Refreshments & Networking**

**Implementing Digital Therapeutics Into European Healthcare Systems**

11.45 Presentation - **Improving Mental and Behavioural Health Across Europe.**

- How Silvercloud Health have successfully implemented their digital therapeutic platform across Europe.
- An insight into Silvercloud Health's experiences of the German Landscape.
- We hear what's next for Silvercloud Health.

**Lloyd Humphreys**, Head of Europe, [Silvercloud Health](#)

## 12.10 Panel - **How Can We Boost The Implementation Of Digital Therapeutics Into European Healthcare Systems?**

- What are the choices practitioners have to make when prescribing digital therapeutics?
- What level of evidence should be required before offering digital therapeutics?
- What are the hurdles that prevent implementation in European countries and how can we overcome these hurdles?
- What is the patient's perception of digital therapeutics? Will scepticism limit value in patient care?
- How do digital therapeutics companies and healthcare professionals need to work together to ensure smooth implementation?
- Are we recognising the value beyond the products we are curating?

**Moderated by:** Gian Sehra, Investor, [Octopus Ventures](#)

- **Charlotte Lee**, Director, [Big Health](#)
- **Simon Rowland**, Head of Medical Affairs, [Natural Cycles](#)
- **Philipp Stachwitz**, Director of Medical Care, [Health Innovation Hub](#)
- **Michael Rosenstock**, Head of Sana Digital, [Sana Kliniken](#)

12:55

**Lunch & Networking**

## **Turning Digital Therapeutics from a Novelty to a Money Maker**

### 1:50 Panel - **How Can We Turn Digital Therapeutics From a Novelty to a Money Maker?**

- What are the barriers facing digital therapeutic companies from making money and how do we overcome these?
  - Given that digital health is often seen as free, how can we change the mindset to get people to pay for the outcomes?
  - What are the interesting business models that you have seen DTX solutions attempt to use when entering the market?
  - What are pharma's commercial motivations when adopting digital therapeutics?
  - Is there a trade off between commercial success and a patient-centred focus?
  - What one piece of advice would each panelist give to those trying to turn digital therapeutics into a money maker?
  - How do we feel about the future of financial success of digital therapeutics?
- **Rana Lonnen**, Head, Strategic Venture Capital, [Novartis](#)
  - **Ciara Clancy**, CEO, [Beats Medical](#)

- **Gian Sehra**, Investor, [Octopus Ventures](#)

2:35 Chair's Summary

- What have we learnt at DTx Berlin 2019?
- What are we expecting the industry to look like at DTx London 2020?

**Lina Behrens**, Managing Director, [Flying Health](#)

2:45 Close of DTx Berlin 2019