



*Discovering and learning from each other, looking for shared opportunities,  
building business to business partnerships in the Healthcare Sector:  
Medical devices / E-Health / Healthtech /Health processes and organisation*

## **INTRODUCTION TO THE FIRST FRANCE-INDIA HEALTHCARE SUMMIT**

At a first glance, India and France Healthcare sectors look very far apart. Demographics are hugely different- 1300 million people in India, 50% less than 25 years old and a life expectancy of 68 - versus 67 million in France, 19% being more than 65 years old and a life expectancy of 82. France spends 11,75% of its GDP on Healthcare versus 4,7% for India. There are 300 citizens for one doctor in France versus 1500 in India. India's Healthcare sector is already worth 100 B\$, that is about 70\$ per person versus 290 B\$ in France or 5000\$/person. India's Healthcare has huge challenges ahead – access, mass treatment, cost, insurance etc. - but is poised to grow at 17% per year in the years to come. France's healthcare sector is seen as one of the best in the world, but is mature and faces serious challenges as well – silver economy, National Social Security costs and future balance, access to health in tier II cities and rural areas.

Beyond the startling differences, there are probably at least three converging imperatives for both sectors:

- *Enabling better access* to diagnostic and healthcare in remote areas, making treatment accessible to all, including the deprived.
- *Reducing the cost of medical care* - from diagnostic to medical devices, products and surgical protocols and home care - by streamlining organisations, standardisation and systematic reengineering.
- *Innovating* - innovating in new products and protocols as well as in processes - with the idea of scale and cost at the core.

The purpose of this first France-India Summit is to explore these challenges and look at the opportunities: learning from each other, exploring shared initiatives, possible partnerships and commercial, research opportunities. And also look at the resources needed – talent, funding – to make these opportunities happen.

### **The Summit participants and organisation**

- **About 150 participants, 20 Investment funds & VCs, 12 CEOs.**
- **4 roundtables, 3 networking moments, 2 BtoB sessions, 22 stands.**
- **2 days preceded by a VIP dinner.**

## PROGRAM

28<sup>th</sup> of February. 19h00-21h00.

Day 0: VIP dinner with Venture capitalists & investors from both countries

20-25 personnes: dizaine d'Indiens + une douzaine de FR

### 1<sup>st</sup> of March - Day 1

<b>9h00-10h00</b>	<b>Registration and welcome coffee</b>	
	Welcome Christian Lajoux	Président de Medicen
<b>10h00-10h15</b>	Welcome Ambassador of India to France	H.E. Mohan Kumar
<b>10h15-10h30</b>	Jean-Marc Giner	SNITEM
<b>10h15-10h35</b>	Keynote speaker from France: landscape	David Gruson Managing Director of Fédération Hospitalière Française
<b>10h35-10h55</b>	Keynote speaker from India: landscape	Dr. Naresh Trehan CEO Medanta Hospital
<b>11h30-11h45</b>	Pitch start-ups from India & France / success stories / etc.	
<b>11h45-12h00</b>	Witness Michel Testard	French Business Consultant based in India Trinity Partnership
<b>12h00-13h30</b>	<b>1st Roundtable: Medical devices</b> <ul style="list-style-type: none"> <li>Context, drivers, know-how in both countries: <ul style="list-style-type: none"> <li>Innovation management</li> <li>How to drive costs down whilst improving healthcare delivery?</li> </ul> </li> <li>Opportunities: <ul style="list-style-type: none"> <li>Market opportunities</li> <li>Manufacturing &amp; R&amp;D</li> <li>Partnerships, Joint Ventures</li> </ul> </li> </ul> 30 minutes to exchange with the audience	Chairman: academic French - Jean-Marc Giner AIRLIQUIDE - Indian companies in medical devices Indian person to be nominated 2 SMEs & 2 start-ups (one from each country)
<b>13h30-15h30</b>	Lunch with meeting points to allow BtoB	BtoB meetings will be organised for networking
<b>15h30-15h45</b>	Keynote speaker Professor Marina Cavazzana, expert in Rare Blood disorders.	She will present her latest medical breakthrough.
<b>15h45-17h15</b>	<b>2<sup>nd</sup> Roundtable Rare Diseases:</b> <ul style="list-style-type: none"> <li>Panel diagnostic on context, key issues: <ul style="list-style-type: none"> <li>Innovations in Biotech/Diagnosis/etc.;</li> <li>Sharing talent, resources</li> <li>Funding &amp; joint initiatives.</li> </ul> </li> </ul> 30 minutes to exchange with the audience	Chair (tbc) -Stanislas Lyonnet (managing director of Imagine), and -Vijay Chandru (Chairman of Strand LS) -Jean-François Deleuze Sanofi et CEA -Sachdev Ramakrishna, Indian start-up: Knowurture
<b>17h15-17h45</b>	Coffee Break	
<b>17h45-18h10</b>	Pitch start-ups from India & France / success stories / etc.	
<b>18h10-18h30</b>	Concluding notes Mme Agnès Romatet-Espagne	
<b>19h00</b>	Cité de la Danse : Dinner Cocktail	Networking time



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## 2<sup>nd</sup> of March - Day 2

<b>9h00-9h30</b>	<b>Welcome coffee</b>	
<b>9h30-9h40</b>	Introduction of the day and wrap-up: Michel Testard	
<b>9h40-10h00</b>	Start-ups pitches from India & France / success stories / etc.	
<b>10h00-10h20</b>	<b>Keynote speaker</b> Professor Alexander Eggermont, Managing director of Gustave Roussy Institute	
<b>10h20-10h35</b>	<b>Keynote speaker</b> Dr. VijayRaghavan Secretary of DBT, & board chair of BIRAC	Dr. VijayRaghavan in connexion from Delhi
<b>10h35-11h10</b>	<b>Coffee Break</b>	
<b>11h15-13h00</b>	<b>3<sup>rd</sup> Roundtable. Resourcing Healthcare exchanges between India &amp; France:</b> <ul style="list-style-type: none"> <li>• Key issues, priorities: <ul style="list-style-type: none"> <li>▪ Learning/exchanges/R&amp;D ?</li> <li>▪ Sharing talent ?</li> <li>▪ Funding initiatives ?</li> </ul> </li> <li>• Perspectives of public institutions and the private sector finance? Insurance?</li> </ul> 30 minutes to exchange with the audience	Chaired by Michel Testard -Jean-Patrick Lajonchère -Axa -Investment funds French Sofimac Partners François Miceli -TataCapital Healthcare (tbc) -Incubateur CCAMP Taslim Saiyed -Incubateur de la Génomôle
<b>13h00-15h00</b>	Lunch with meeting points to allow BtoB	Networking
<b>15h00-15h15</b>	Start-ups pitches from India & France / success stories / etc.	
<b>15h15-15h35</b>	Martin Hirsch (tbc) French Genomics Plan 2025	As introduction of the 4th roundtable
<b>15h35-15h55</b>	Keynote speaker Dr. Ajay Bakshi, CEO and MD of Manipal Hospitals	As introduction of the 4th roundtable
<b>15h55-17h55</b>	<b>4<sup>th</sup> Roundtable: e-Health, big data and personalised medicine</b> <ul style="list-style-type: none"> <li>• Context in each country , drivers, case stories lessons, and know-how: <ul style="list-style-type: none"> <li>▪ Access to healthcare</li> <li>▪ Healthcare delivery</li> <li>▪ Innovation</li> </ul> </li> <li>• New models to follow up patients Opportunités of partnerships ?</li> </ul> 30 minutes to exchange with the audience	Chaired Béatrice Falise-Mirat -Vijay Chandru -Manuel Gea -Jean-Marc Bourez (KICC fédère des pays+acteurs = innovation en santé) - Dr Asha Bakshi, M-Qure Indian start-up - Nora Benhabiles CEA
<b>17h55-18h15</b>	Pitch start-ups from India & France / success stories / etc.	
<b>18h15-18h30</b>	<b>Final wrap up comments by Michel Testard</b>	
<b>18h30-18h45</b>	<b>Madame la présidente de la Région Ile de France</b>	Valérie Péresse (tbc)



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