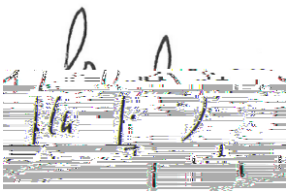




Thanks to an internationally recognized healthcare system, pioneering research, and quality infrastructure, France is a leader in medicine (see « *Health made in France* » brochure*).

With medical teams featuring in the top 10 on a global scale, French excellence is



Officially born in January 2018,
French Healthcare (<https://frenchhealthcare.fr>)
brings together French companies and hospitals
that want to promote their international activities in
a collective way. Reflecting

Diabetes leads to an excess of blood sugar levels, called hyperglycaemia. It can be provoked by a disorder in the production, assimilation, utilization or the storage of sugars contained in patients' diet. There are two types of diabetes. Type 1 diabetes, which over 40 million people worldwide suffer from, is mostly developing amongst children or teenagers and is characterized by a very low low



Adults suffer from diabetes worldwide

The body doesn't produce enough insulin



The body doesn't exploit insulin well enough

Excess of blood glucose during pregnancy



Dialysis



Blindness



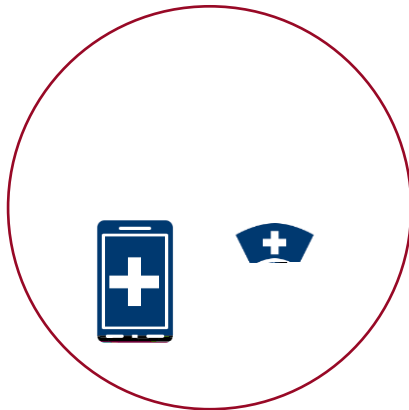
Wounds and infections



Cardiovascular diseases



Amputations





Type 2 diabetes is strongly correlated to the patient's lifestyle and this is why education is critical in order to prevent bad habits.

The association _____ put in place prevention and screening campaigns for company employees. It operates in France and Africa across several diseases including diabetes. They produce information material, educative and communication tools, and they also regularly organize workshops for companies.

The company _____ is currently developing a medical supplement aiming at the prevention of type 2 diabetes. Its main active ingredient is composed of a specific and patented association of 5 plant extracts that are selected for their effects on the metabolism. It operates on several targets of the pathophysiology of type 2 diabetes in order to reduce the risk factors of the disease.

The main challenge is uncovering the signs of diabetes as soon as possible and in the least constraining way for the patient in order to diagnose a large proportion of the population.

The company _____ develops a patented medical device which does diagnostic tests on the risks of diabetes. This technology uses an electrical tension which stimulates the sweat glands to assess autonomous peripheral neuropathies, indicative of diabetes and pre-diabetes.

The company _____ conceives, manufactures and commercializes mobile medical units. They are generally produced on trucks, trailers or containers, which facilitates the access to secluded rural populations lacking health infrastructures of all types. In this context, the company has delivered two diabetes and arterial hypertension screening units to Algeria in 2015 and 2018.

The _____ Group provides medical biology and clinical trial services for over 450 laboratories. Those laboratories can perform blood glucose tests that are necessary to diagnose diabetes.



Insulin can be injected under the skin by three different means:

- With syringes,
- With an insulin pen,
- With an insulin pump.

Some French companies are developing solutions for these devices that are essential to the daily life of diabetics. Indeed, having a



Diabetic retinopathy is a serious complication from diabetes which affects 35% of type 2 diabetes. Proliferative retinopathy (*which threatens eyesight*) concerns 7% of diabetics³. The excess of blood **glucose** weakens the capillary walls, which are the vessels that compose the retina, causing a loss of sealing. Subsequently, those vessels can rupture, then burst (*micro-aneurisms*) which then leads to blindness.

In the case of diabetic retinopathy, the French company _____ rETQq0.000008047 0 RG(E)-2(v)-3(oluc)-3(a

Diabetes needs a strong implication of the patient in the management of his condition in order to prevent any form of complication and ensure an efficient treatment. It also requires the involvement of many experts (*diabetologists, ophthalmologists, cardiologists, nephrologists, dentists, chiropractors, etc.*). This complementarity is necessary to detect or diagnose, and take care of the condition adequately. It is therefore essential to ensure a regular follow-up of the diabetic patient. He can therefore ask for several types of support:

- Being taken care of by health professionals at home,
- Telemedicine,
- Education of the diabetic patient.

On top of being taken care of by specialists of healthcare establishments, complications can occur at the diabetic patient's house.

This care can be performed via insulin injections, control of the glycemia, as well as bandages in case diabetes has caused wounds. Besides, weekly check-ups are feasible, particularly amongst elderly people for whom the prevalence of diabetes is less important than in the rest of the population.

Nurses and dieticians from [DinnoSanté](#) take care of diabetic patients through their prescriptions from their hospital. DinnoSanté, a French company specialized in the home care of diabetic patients, more particularly for type 1 diabetic cases in order to train them to the use of insulin pump thanks



_____, created in 2017, dev

Air Liquide Healthcare (p. 3) - (1) - (9) TJETC 000008047 0 540 780 reW* nBT/F4 12 Tff4 12A 0 1 34,896 527.26

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2019: Air liquide Healthcare acquires DiaLibre, a Spanish start-up specialising in diabetes care, which offers patients therapeutic support and personalised medical monitoring using digital technologies.

2019: Air Liquide Healthcare strengthens its homecare offer with support for diabetic patients in Germany and Benelux.

2017: Air Liquide Healthcare launches its first e-health solution "Chronic Care Connect".

2017: Air Liquide Healthcare participates in the French project on artificial pancreas in partnership with the French Center for Studies and Research on Treatment for Diabetes (CERITD) and through the acquisition of shares of the French start-up, Diabeloop.

2016: Air Liquide Healthcare acquires Novalab Iberica, a Spanish company specialising in diabetes care.



Research,
Remote Patient Monitoring,
Patient education and training,
Distribution of devices,
Home Healthcare services.

The nurses and dietitians of Air Liquide Healthcare take care of insulin-treated diabetic patients based on hospital or ambulatory doctor prescription. This home-based long-term care is in



Development stage:
Segment of the diabetes disease which is concerned:

Target population:
Distribution channel (*patients, pharmacies, hospitals...*):

Development stage:
Segment of the diabetes disease which is concerned:
Target population:
Distribution channel (*patients, pharmacies, hospitals...*):



Schliess F, et al. Artificial Pancreas Systems for People With Type 2 Diabetes: Conception and Design of the European CLOSE Project. J Diabetes Sci Technol, 2019

Girardot S, et al. New method to assess the precision of insulin pumps in the context of an artificial pancreas. Presented at Societe Francophone du diabete annual congress; 26-29 March 2019; Marseille, France; Abstract CO-037



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Created in 1848 to bring together all Parisian hospitals under a single administration, the Assistance publique - Hôpitaux de Paris



The AP-HP offers a structured, multidisciplinary, cutting-edge medical care offer, integrated into university hospital departments, which guarantees patients the best care with a global and multidisciplinary approach. The care offer consists of outpatient consultations and day hospitals as well as full hospitalisation if necessary. Some hospital services are committed to developing the care of foreign diabetic patients.

Service ranked by the newspaper "*Le Point*", depending on the year, first or second in its speciality

ASSISTANCE PUBLIQUE - HÔPITAUX DE PARIS

Immunology of type 1 diabetes: leading service for France in the European "Innodia" project.
Founding member of the national "EVADIAC" group, insulin pump therapy and glucose sensors.
Active member of the national "Glucogen" programme for genome sequencing in atypical diabetes.
Participation in the European research programme on diabetic cardiomyopathy "CARDIATEAM".
Participation in the RHU research programmes: EVIRED (*diabetic retinopathy*) and QUID NASH (*metabolic hepatopathy*).

Development of metabolic surgery.
Evaluation of metformin in the prevention of diabetes recurrence after obesity surgery: randomised trial.



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Georges Pompidou European Hospital
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Consisting of a cap and a knob placed on insulin pen and connected to the mobile application, the system is intended to help patients improve adherence to their treatment and share information with health professionals.

It allows the recording of the selected dose, the date and time of each injection, information that the patient then finds in the mobile app on his smartphone, with the possibility of generating a summary report of injections (dose

BIOCORP



BIOCORP aims at distributing this device worldwide. A first agreement was sealed with a major player in glycaemic measurement (*AgaMatrix*) to distribute the device in the United States, Europe and in the United Kingdom. BIOCORP also partnered with Israeli company DreaMed to put in place a combined offer worldwide. Numerous discussions are ongoing and should lead to distribution partnerships in the United States, Europe, Middle East and in Asia.



Distribution agreement with AgaMatrix – USA, UK, EU

Strategic partnership with DreaMed to put in place a combined solution to manage diabetes – Markets to be defined

: SNITEM, SIMV, GIMRA – France – Adherent and members of e-health groups

: No



On Drug Delivery - December 2018: *"Successful connected device development requires a robust value proposition"*



Chief Operating Officer – +33 6 08 02 14 51 – edessertenne@biocorp.fr

Business Development Director, connected products – +33 6 48 28 51 16 – aguillet@biocorp.fr



Health solution

Level of development: Mark 10 out of 10

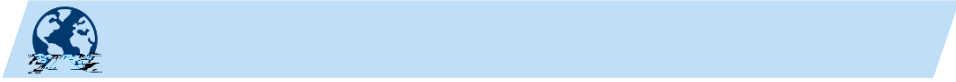


worldwide

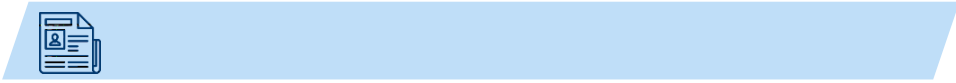
worldwide

France

France



*Capitalise on European clients and develop the accounts overseas.
Focus development in Africa and Middle East*



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stephane.carre@cerbahealthcare.com



Diabeloop is an independent company that develops automated solutions to manage type 1 diabetes. Its mission: make technological innovation accessible to every person living with type 1 diabetes.

Guillaume Charpentier, diabetologist, and Erik Huneker co-founded Diabeloop in 2015. Marc Julien joined the company in 2016 as co-CEO. Today, Diabeloop brings together the passion, skills and experience of more than 70 employees.

The medical device almost completely automates the treatment of type 1 diabetes by replicating the functions of the pancreas, which has been destroyed by the disease.

It combines a continuous glucose monitoring system (CGM), an insulin pump and a dedicated handset hosting the proprietary self-learning algorithm that instructs the delivery of insulin for optimized blood glucose management.

As a result of input from patients, doctors and engineers, this innovation, which has unprecedented personalization capabilities, will transform the lives of patients by relieving them of some of the thirty or so therapeutic decisions that they have to make every day and night.



Initiated by Dr Guillaume Charpentier, Diabetologist & president of CERITD (*center of studies and research for enhancement of Diabetes Treatment*) together with diabetologists from 12 university hospitals, a medical research project was the founding basis for the creation of Diabeloop.



Development stage: Limited release phase,
CE mark in November 2018,
Target population: Adults aged of at least 22 years old.

Development stage: Achieved clinical phase,
Target population: Device dedicated to 6-

Preliminary



L

Targeted segments of diabetes: disease follow-up

Targeted population: type 1 and type 2 diabetic patients, women with gestational diabetes

Distribution channel (*patients, pharmacy, care institutions*): online

Acknowledgement (*distinctions etc.*): patented solution

Targeted segments of diabetes: remote surveillance of diabetic patients in the ETAPES program

Targeted population: diabetes services in hospitals

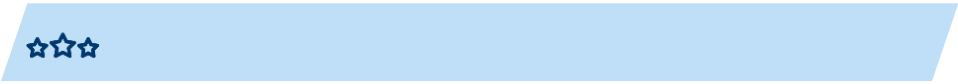
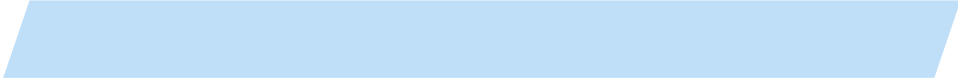
Distribution channel (*patients, pharmacy, care institutions*): health facilities

Acknowledgement (*distinctions etc.*): recognition from public authorities (*DGOS*)

Targeted segments of diabetes: diabetes management, pre-diabetes

Targeted population: patients and health professionals

Distribution channel (*patients, pharmacy, care institutions*): our mobile application Freemium





Targeted segments of diabetes: education, prevention, treatment

Targeted population: type 1 and type 2 diabetic patients

Distribution channel (*patients, pharmacy, care institutions*): AppStore, Android Store

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We wish to develop abroad via AppStore promotions, but also by distributing licenses which would be provided or sold to patients:

Healthcare insurance

Hospitals

Home diabetes services

Medical devices sellers

Employers (*for diabetes prevention*)



Evolucare Technologies is a 30 years old company and today a leading healthcare IT solutions provider in Europe, with over 2000 healthcare institutions using its solutions.

Evolucare has particularly strong expertise in patient workflow, medical data management and IT systems interoperability. It helps various services and health specialties such as ICU, medical imaging, chronic diseases and ophthalmology, streamline processes, save time and lower operating costs.

Evolucare serves all kinds of healthcare institutions, from large public hospitals to private clinics and small practices.

Evolucare is based in France with direct or indirect operations in China, Chile, Mexico, Canada, Europe and North Africa.

40% of the workforce is dedicated to R&D and spread across 3 offices in France.

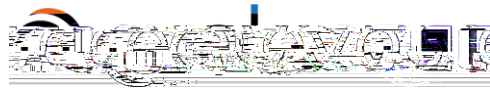


Early 2019, Evolucare has released an artificial intelligence based solution for the screening of diabetic retinopathy, as well as other eye pathologies (glaucoma and AMD), from retina color fundus images.

This solution is the result of three years of collaboration between artificial intelligence experts, eye care professionals and a company specialized in medical workflow software development. It relies on artificial intelligence algorithm which is integrated in the Evolucare Imaging workflow solution.

In March 2019, this solution received the CE certification.

Evolucare solution is designed to facilitate



Diabetic Retinopathy and other eye pathologies screening solution

Development stage: Preventive early stages Screening

Targeted segments of diabetes: Peoples with type 2 diabetes and general population

Targeted population: Diabetic patients suffering from neuropathy

Distribution channel: All type of eye care services (*public hospitals, private clinics*), screening organizations

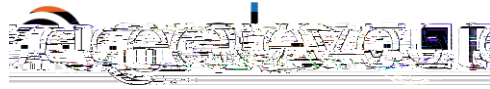
Acknowledgement (*distinctions etc.*): Awarded Systematic Competitive Champion 2018, in October 2018

Workflow solution to manage patient, from appointment to report delivery (through patient portal). Includes patient medical condition, patient exam history, image and patient file sharing and archiving, telemedicine capabilities

Targeted segments of diabetes: Preventive early stages Screening – organization of care / screening

Distribution channel: Diabetic Retinopathie screening institutions, eye care services and clinics





Abràmoff MD, Folk JC, Han DP, Walker JD, Williams DF, Russell SR, Massin P, Cochener B, Gain P, Tang L, Lamard M, Moga DC, Quéllec G, Niemeijer M. Automated analysis of retinal images for detection of referable diabetic retinopathy. *JAMA Ophthalmol.* 2013 Mar;131(3):351-7.

Quéllec G, Lamard M, Abràmoff MD, Decencièrè E, Lay B, Erginay A, Cochener B, Cazuguel G. A multiple-instance learning framework for diabetic retinopathy screening. *Med Image Anal.* 2012 Aug;16(6):1228-40.

Quéllec G, Charrière K, Boudi Y, Cochener B, Lamard M. Deep image mining for diabetic retinopathy screening. *Med Image Anal.* 2017 Jul;39:178-93.

Quéllec G, Lamard M, Cazuguel G, Bekri L, Daccache W, Roux C, Cochener B. Automated assessment of diabetic retinopathy severity using content-based image retrieval in multimodal fundus photographs. *Invest Ophthalmol Vis Sci.* 2011 Oct;52(11):8342-8. Zhang X, Thibault G, Lay B, Danno R, Quéllec G, Lamard M, Cazuguel G, Massin P, Chabouis A, Victor Z, Erginay A, Marcotegui B, Decencièrè E. Exudate detection in color retinal images for mass screening of diabetic retinopathy. *Med Image Anal.* 2014 Oct;18(7):1026-43.



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The number of people in situation of dependence will double from 1.12 million in 2010 to 2.26 million in 2060. Medical treatment of large scale mobility





Development stage: Medical device is fully developed and was granted a CE marking
Targeted segments of diabetes: 25% of diabetic patients will have an ulcer in their lifetime
Targeted population: Diabetic patients suffering from neuropathy
Distribution channel (patients, pharmacy, care institutions): Use in centres for diagnosis / medical prescriptions for home usage
Acknowledgement (distinctions etc.):



worldwide

France



Development of our solution on markets where our sales are high (United States, Central America, Middle East).

Strategic partnerships



Biofeedback and decrease of plantar pressure against neuropathic complications of the FEETME connected wearable soles, a preliminary study

Georges Ha Van, Jérôme..., Yves Bensimon, ..., Damien Jacobs,
[www.http://admin.nancy.sofmer20...](http://admin.nancy.sofmer20...)





L





Level of development: 8
Targeted segments of diabetes: complications



Guillemin et al, J Wound Care 2016;25(7):406-13
Dumont et al, J Am Podiatr Med Assoc 2018, In press.
Dumont et al, J Surg tech & Proc, 2018; 2(2): 1017.



CEO – +33 4 92 91 24 28 – jngouze@genbiotech.com



The hospital group





The diabetes service is integrated in the Cardio-neurovascular and metabolic unit; it uses the most modern techniques of expertise and treatment in the vascular field and pain treatment. It coordinates the Center for the surgical treatment of obesity.
Access to





Since 2012, the Paris Saint-Joseph hospital group cares for a growing number of international clients. It has a dedicated international unit which offers patients a therapeutic care offer with a detailed associated quote within 48 hours.

The quality of its hotel installations allow it to respond to the needs





Hillo is a Paris-based startup founded in 2016. Hillo develops a decision support platform for diabetic patients, based on a blood glucose levels predictive system that adapts to every patient's physiology and habits. Our technology combines pharmacokinetics modelling and artificial intelligence, we develop tools for patients to help them anticipate and avoid hypo- or hyperglycemia, and for care teams to help them understand each patient's specific glycemic response.

Hillo develops its artificial intelligence and applications in-house, and has dedicated teams of developers and data scientists. We are developing multiple international collaborations, especially with hospitals, world-class universities' researchers and endocrinologists across Europe and the USA.



2019: Results of the first observational study conducted at the Montpellier University Hospital with Prof. Eric Renard, which demonstrated unprecedented accuracy and robustness of our predictive technology.

:

Based on our Artificial Intelligence, which is able to understand and reproduce the each patient's specific glycemic response, we develop a platform comprising



Targeted segments of diabetes: Decision support, Patient education, Prevention
Targeted population: Type 1 and Type 2 diabetic patients under insulin-therapy
Distribution channel (*patients, pharmacy, care institutions*): B2B pharma / medtech
Acknowledgement (*distinctions etc.*): CES 2019 Innovation award, Innovation & Galien Prize, Innov'Up Leader PIA, 1st Prize France is AI contest

Targeted segments of diabetes: Patient education, Prevention
Targeted population: Endocrinologists, Nurses
Distribution channel (*patients, pharmacy, care institutions*): B2B with pharma / medtech / Medical device providers
Acknowledgement (*distinctions etc.*): CES 2019 Innovation award, Innovation & Galien Prize, Innov'Up Leader PIA, 1st Prize France is AI



worldwide



Impeto Medical is an innovative French company created in 2005, which develops and markets a medical device for the detection and monitoring of small fiber neuropathy.

Small fiber neuropathy is one of the first complications observed within diabetic patients, it can lead to diabetic foot.

The medical device is a patented diagnosis test.

It is a digital chrono-amperometric analyzer used for early identification and follow-up of peripheral autonomic neuropathies.

The device measures the capacity of the sweat glands to release chloride ions in response to an electric stimulus. It is a dynamic test for the sweat glands equivalent to a stress test.

Impeto Medical headquarter is based in Paris, France. The medical device is marketed in more than





Level of development: 10

Targeted segments of diabetes: Prevention and detection of diabetes complications (*neuropathy and diabetic foot*)

Targeted population: Diabetic patients

Distribution channel (*patients, pharmacy, care institutions*): Practitioners and hospitals

Acknowledgement (*distinctions etc.*): Included in diabetes management guidelines

Level of development: 10

Targeted segments of diabetes: Diabetes screening.

Targeted population: Patient at risk for diabetes

Distribution channel (*patients, pharmacy, care institutions*): Practitioners and diabetes screening centers

Acknowledgement (*distinctions etc.*): Several scientific publications





Impeto Medical aims to find local partners to develop internationally. The company is already marketing in





Lifeina manufactures transportation solutions for fragile medicine like insulin. LifeinaBox, its first product, is the smallest fridge in the world. It allows to safely transport 8 insulin pen and is connected to a mobile app which allows patients to better manager its insulin injections.

Lifeina is located in Paris, with factories in China and distribution subsidiaries in the United States, Australia, Chile and Canada.



Research,
Prevention,
Patient education.

A mini fridge which keeps insulin at the right temperature (2 °C to 8°C)
An application to alert the user (*temperature, time of the injection...*)



L





Observia is an innovative European company which aims at creating and developing multichannel and personalised solutions to improve the life of patients with chronic illnesses and facilitate the daily life of healthcare professionals. Present in France and China, with over 50 solutions implemented throughout the world since 2011, Observia is a key e-health player. Its solutions were first developed at a national scale (France), then internationally.

Observia is present in Europe. Its historical headquarters are in Paris, in the BiotechSanté Center of the Cochin Hospital. Then, the company opened offices and representative offices in England, Germany, Switzerland and lastly China. The solutions developed by Observia are exported in South America, Asia and Maghreb since 2017.



- 2012: first e-health project to coach diabetic patients in France
- 2013 – 2016: 2 real life impact studies about diabetes
- 2017: first digital platform for therapeutic education of patients about diabetes
- 2017: first multichannel program for accompanying patients established abroad (Europe, Latin America, Asia)
- 2018: first mobile application for accompanying patients in the Maghreb

Prevention,
Patient education,
Homecare

SPUR™: digital tool assessing the risk of non adherence of diabetic patients, their need for support and attitudes towards their disease.

D.Tells™: personalisation tool for e-health solutions to offer patients the best accompaniment, based on their SPUR profile.

Digital Therapeutic Education Platform – diabetes: educational diagnosis elements, pedagogical content, monitoring the progress of the patient.

Pharmacists, industrial companies, homecare companies, specialist doctors, private/regional/national call centers, insurance companies and patient associations.



Targeted segments of diabetes: patient comprehension
Targeted population: type 1 and type 2 diabetic patients
Distribution channel (*patients, pharmacy, care institutions*): e-health solutions & ethnographic studies
Acknowledgement (*distinctions etc.*): studies on-going

Targeted segments of diabetes: personalization of e-health solutions for diabetic patients
Targeted population: type 1 & type 2 diabetic patients
Distribution channel (*patients, pharmacy, care institutions*): e-health solutions



France

worldwide

worldwide

PKvitality is a bio-wearable company created in 2013 specialized in analysing key physiological markers by simply *"tasting"* the skin rather than blood samples. Its star product is K'Watch Glucose, a painless and discreet Continuous Glucose Monitoring device. It is composed of a medical smartwatch that comes with traditional functionalities of smartwatches and a patch with microneedles which is placed at the back of it. The system measures the glucose level from the interstitial fluid painlessly. Completely invisible to others, the diabetic patient can check its level discreetly and be alerted by an on-body vibration of hypo and hyperglycemia episodes to come. It uses microneedles and soft adhesive (*painless and non-irritant*) and enables a precise and continuous monitoring of systemic glucose levels anytime and anywhere. K'Watch Glucose

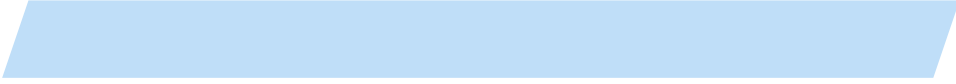


Number of employees
(*worldwide*)

Number of employees
(*France*)



May 2018: Modelling knowledge and development of My Predi for diabetes
September 2019: Validation of the project and financial support by the FEDER
February 2019: Launch of the experiment at GHT10





Thanks to our collaboration with IBM we are projecting to develop abroad in 2019. Our commercial team are also prospecting companies in Germany and North Africa.

In France, numerous health facilities like nursing homes and hospitals, as well as city doctors, are interested by My Predi and want to work with us.



Les Pépites Tech, France, member

Alsace BioValley, France, member

French Healthcare membership: Yes



"E-health: a futuristic idea for an optimal care of patient with chronic diseases" E. Andrès, S. Talha, A.A. Benyahia, O. Keller, M. Hajjam, J. Hajjam, S. Ervé, and A. Hajjam

"Telemedicine and Geriatrics in France: Inventory of Experiments"
A. Zulfiqar , A. Hajjam, S. Talha, M. Hajjam, J. Hajjam, S. Ervé, and E.Andrès

"Results of the Experimentation of a Platform for Automated Detection of Situations at Risk of Cardiac Decompensation (E-Care Platform) in Elderly Patients with Multiple Comorbidities"
E. Andres, S. Talha, M. Hajjam, O. Keller, J. Hajjam, S. Erve, A. Hajjam

Video: <https://www.youtube.com/watch?v=Cw4isMJrgao>



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
Head of communications – +33 9 63 26 82 93 –
elise.peyramaure@predimed-technology.com

Over the last



Sanofi's ultimate goal is to find a cure by working on disease modifying therapies. In the meantime, Sanofi is working to help people living with diabetes to manage their diabetes and prevent complications and associated comorbidities which represent significant unmet needs.



With , Sanofi will introduce a new connected device, enabling automatic recording and transmission of dosage information via a dedicated mobile application

Club Santé membership:

Member of the following Clubs Santé : Algeria (*Club Santé Algérie*), Brazil (*Club Santé Brésil*), China (*French Healthcare Alliance*), South Korea (*French Healthcare Korea*), Italia (*Club Santé Italie*), Morocco (*Club Santé Maroc*), Mexico (*Club Santé Mexique*), Tunisia (*Club Santé Tunisie*), Turkey (*Club Santé Turquie*), Vietnam (*French HealthCare Vietnam*)

French Healthcare association member



Serge Spierckel
Product communication / brand education –
serge.spierckel@sanofi.com

Philippe Maugendre
French Healthcare re8047 0 540 780 reW* nBT/F4 11.04



Created in January 2011, SANTE EN ENTREPRISE (SEE) is an association based in Paris which mission is to promote global health through companies.

SEE organizes mass prevention campaigns, awareness and screening campaigns with prevention advice targeting both workers and their families, as well as the general public. These take place both in buildings and in "health







Servier has been committed to prevention and treatment of type 2 diabetes for several decades. Commercially, Servier manufactures and distributes a drug to improve glycemic control in more than 120 countries. Currently this product is considered by healthcare professionals and international guidelines to be part of standard care for patients with Type 2 Diabetes. The formulation of this medicine has been constantly improved to best meet patients' needs. Today, more than 10 million patients with Type 2 Diabetes are treated each year with Servier's drugs. Thanks to the wide usage of Servier medicines,

Servier also
during the
delegates
patient's a
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health
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congress in 2018 (16,500+
Type 2 Diabetes complications on the
professionals to experiment with vision
obesity.

During this
expertise
advise the

nutrition developed with Nutrikeo through its transversal
we some simple advice to doctors so that they can better

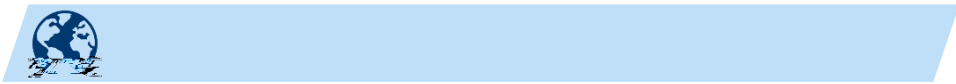
In China,
Currently
networking
with their
assess the

project in partnership with the Bethune Charitable foundation.
is and more than 14,000 patients. Using the most common social
ject enables patients to monitor their condition and directly interact
rove blood glucose and blood pressure control. Physicians can also
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Targeted segments of diabetes: Prevention and complication
Targeted population: type



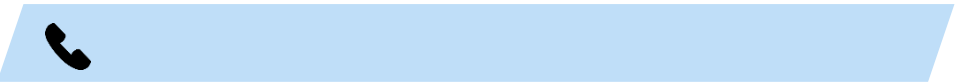


Q2 2019: Launch of the pilot solution in the United States
Q3 2019: Launch in other European countries



Examples of foreign partnerships in diabetes:

UPMC



Martin Langlade,
Head of Sales & Marketing
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Toutenkamion exists since 1936 and takes its current name in 1969. It conceives, manufactures and commercializes mobile medical units. In the 1970s, it wins its first supply bid on mobile units for work medicine in France; in the 1980s, it wins a bid in Algeria for the supply of mobile clinics, signifying the start of exportations for the company without any dedicated structure. Only from the 2010s onwards does Toutenkamion really opens to exportation with the creation of a dedicated commercial service. Today, it accounts for over 50% of its annual turnover. The 2017 acquisition of Brevet Carrosserie and the 2019 acquisition of Euro-Shelter allow the Group to propose offers deriving from complementary competences. For instance, it is now possible to transport the whole medical team by modifying the





Toutenkamion produce more than 50% of our turnover in export, mainly in Africa and the Middle East. Toutenkamion wishes to work with major players in the fight against





Urgo Medical is URGO Group's division dedicated to advanced wound care. Because serious wounds are a significant cause of suffering all over the world, Urgo Medical's mission is to relieve and to heal patients by providing healthcare professionals with the adapted healthcare protocols and therapeutic strategies. With nearly 1400 employees across 19 countries, Urgo Medical is the 2nd largest company in the advanced woundcare market.

Urgo Medical is present across 19 countries thanks to its subsidiaries.

Its 150-people R&D team is pluri-disciplinary and is based at the heart of Burgundy, France. It gathers all stages of innovation: competitive watch, research, innovation, business development, intellectual property, development, clinical studies, industrial transposition. Our innovation approach relies upon a continuous dialogue with our final users; healthcare professionals and patients.

This willingness to meet their needs enabled us to imagine high technology dressings and protocols for each type of wound. We made clinical research a fundamental point in our innovation to demonstrate the efficiency of our solutions. Since 1997, we have conducted nearly 55 clinical studies gathering 60,000 patients and produced more than 40 scientific publications in referenced magazines.



2000: Creation of Urgo Medical. In 19 years, the former start-up has become the second largest player on the European wound healing market,

2008: Launch of SPID study, first study conducted by Urgo in diabetic foot ulcers,

2013: Launch of European study EXPLORER conducted in 5 countries, across 240 patients. The first clinical research study in diabetic foot ulcers. Randomised and double-blind, this study compares the efficacy and tolerance of the dressing to those of a neutral dressing on neuro-ischaemic diabetic foot ulcers.

2013-16: Urgo Medical takes a digital turn, with the conviction that it will play a great role in improving patient care suffering from wounds. The company creates the concept of connected wound healing and develops a first mobile application launched in 2014, then a second prototype in 2016.

2016: Results of the observational study REALITY across 10,200 patients, which proves that the Urgo Medical dressing reduces healing time by 100 days on average

Development phase: Commercialized in over 10 countries

Targeted segments of diabetes: Local treatment of diabetic foot ulcers

Targeted population: Patients suffering from non infected diabetic foot ulcers

Distribution channel (*patients, pharmacy, care institutions*): Hospitals, Pharmacists, community (general practitioners, nurses...).

Acknowledgement (*distinctions etc.*): Avis HAS 2018 – ASA III, 2018 Sorbonne Prize ; 2018 Galien Prize France for





Diabetic foot ulcers are one of the major complications of diabetes. Between 19% and 34% of diabetic patients will develop an ulcer in their lifetime. This very high frequency is even more alarming since in 2040, almost 640 million people will have diabetes worldwide. With one amputation every 20 seconds, diabetes is the first cause of amputation worldwide. Facing this major public health challenge, Urgo Medical's ambition is to revolutionize how diabetic foot ulcers are taken care of.

Urigo Medical has been committed for many years to improving diabetic foot ulcer treatment, and has launched an international program called « *Closing wounds, saving feet, saving lives* » for patients and healthcare professionals. Already present in 7 countries: Germany, Australia, China, Spain, Vietnam, France, and the USA.



D-Foot international
Fédération Française des Diabétiques (*France*)
Federación Española De Diabetes (*Espagne*)
Sociedad Española de Diabetes (*Espagne*)

French healthcare membership: Yes

Co-President of Health Club Vietnam
Member of Health Club China



: the EXPLORER clinical study is the first study which demonstrates the efficacy of a dressing in euro-
ischaemic diabetic foot ulcers healing. The study is published in *THE LANCET Diabetes & Endocrinology*,



External communication Manager – URGO Group

Global Communication Manager - Urigo Medical



VALBIOTIS is a





- developed to reduce type 2 diabetes risk factors

Development phase: clinical Phases II cliniques ongoing (*no Phase III before regulatory submission*)

Targeted segments of diabetes: prediabetes

Targeted population: prediabetic population

Distribution channel (*patients, pharmacy, care institutions*): Pharmacies, drugstores

Acknowledgement (*distinctions etc*): i-Lab award from French research ministry (2015), presentation during international scientific congresses (ASA 2016, 2017 and 2019, EASD 2018), member of BPI Excellence network.

Development phase: Clinical Phase I/II completed, Phases III being prepared

Targeted segments of diabetes: Non alcoholic fatty liver disease (NAFLD)

Targeted population: patients with NAFLD, at risk





VALBIOTIS aims at marketing VALEDIA® on North-American (USA and Canada) and European markets, then worldwide, through licence agreements with players in the health sector.



LyonBiopôle, France, member
Pôle NSL, France, member
Synadiet, France, member of the Natural Health Products working group

No



VALBIOTIS veut prévenir le diabète, Pharmaceutiques, Mai 2017,
www.pharmaceutiques.com/archive/une/art_1636.html

A new botanical complex improves blood glycemic control and reduces hepatic steatosis in mice, Chavanelle V. et al. Poster, American Diabetes Association (ADA) Congress, 2016

Phase I clinical trial to evaluate TOTUM-63, a botanical complex for managing prediabetes, Sirvent P. et al., Poster, American Diabetes Association (ADA) Congress, 2017

TOTUM-63 displays beneficial effects on various tissues in animal models of diabetes, via pleiotropic protective actions, Chavanelle V. et al. Poster, European Association for the Study of Diabetes (EASD) Congress, 2018



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DTF médical has been operating since 1951 in 3 universes and accompanies "*patients*" on a long-term basis through its brands. From the very first moments of life, with Kitett® breast pumps, throughout life, with Atomisor® nebulisation systems **for** bronchopulmonary, sinus ORL or otological treatments and with the WoundEL Health Care brand acquired in

