

Welcome & Introduction: Pre-conference Workshop

Connected Health & Drug Delivery

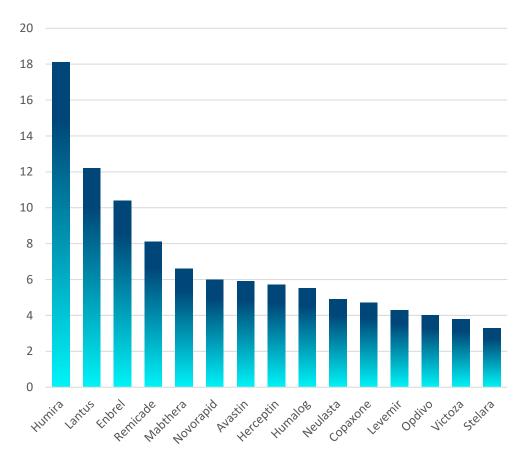
Markus Bauss





Top 15 Injectable Pharmaceutical Products Worldwide





Of the top 15 injectable products worldwide:

- 5 are in auto injectors/PFS
- 5 are in pens
- 5 are infusions

This confirms the importance of self injection and the need for advanced delivery systems.

2016 sales in billion USD

Source: IMS Data



2017 Mobilizing Health: BIG PHARMA

In 2017, 100% of the top 30 global pharma companies offered mobile apps in the area of patient support & disease management.





























































Source: SyncForce

*All product names, logos, and brands are property of their respective owners. Use of these names, logos, and brands does not imply endorsement.

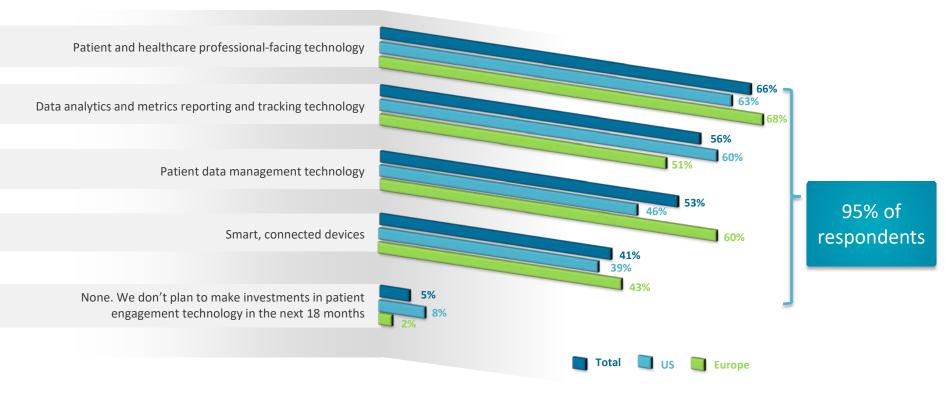




Investment in Patient Engagement Technologies in US and Europe

95% of companies are planning to invest in patient engagement technologies over the next 18 months.

In which of the following patient engagement technologies do you plan to invest in the next 18 months? (Multiple responses allowed.)



Source: Accenture Life Sciences 2016 report based on an online survey conducted on 203 patient services executives from the pharmaceutical industry in Oct. and Nov. 2015.





Disease Management & Patient Support Programs Rethinking Pharma: From PRODUCT to SERVICE



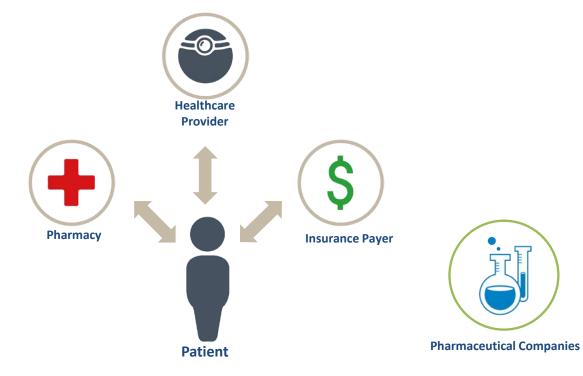
DESIGNING THE PRODUCT



DESIGNING THE EXPERIENCE





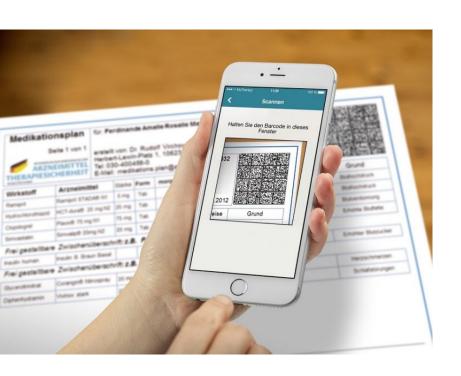


Digital Health Platforms & New

Service Provider



Medication Plans & Electronic Reminder Systems: Simplifying Setup & Reducing Risk by Avoiding Manual Data Entry







YOU CAN DO IT WITHOUT LANCETS







Different levels of connectivity users can choose from

Source: FreeStyle Libre



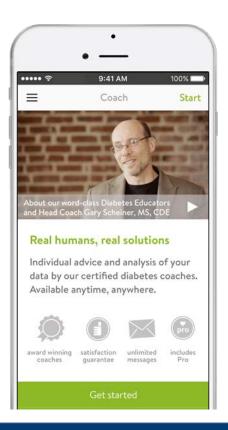


VALUE FOR PATIENTS – WITH AN APP



Source: mySugr





Each point of A1c-reduction is directly correlated to lowering the health risks for people who live with diabetes.







CLOSING THE LOOP BY LINKING INJECTION DATA



You Cannot Do It Alone!





CONNECTED HEALTH & DRUG DELIVERY The Patient's Perspective 10:30 Expectations of the patient about technology: Two diabetes patients share their experiences **Products by Patients for Patients** 11:00 Experiences, key success factors and lessons learned Fredrik Debong, mySugr establishing a mobile health platform for diabetes care Injection Devices - How Do YOU Do It? Markus Bauss, SHL Connect User-centric drug delivery device development 11:30 Jez Clements, Cambridge Applying new technology in design process and usability Design Partnership testing to ensure patient convenience 12:00 **Discussion** 12:30 **Lunch Break**



TECHNOLOGY & DIGITAL HEALTH PLATFORMS

13:30	The Evolving Perspective of Digital Health	Cliff Lee, <i>Flex</i>
14:00	The Internet of HealthWireless sensors for prevention, cure and care	Chris van Hoof, Imec
14:30	The Move to Connected DevicesKey elements to consider in product design	Andy Schimmoeller, <i>Batelle</i>
15:00	 Why Make Your Existing Auto Injector "Smart" Comparison of benefits of different accessory form factors and integration into a connected health platform 	Brian Lynch, West
15:30	Coffee Break	



APPLICATIONS IN SPECIFIC THERAPIES Connected Health & Rare Diseases 16:00 Sujit Basu, Shire Opportunities through new technology **Creating a Digital Ecosystem to Support Repatha Patients** The potential to support patients before and after the 16:30 Shawn Davis, Amgen prescription of drug products through complementary digital technologies 17:00 **Panel Discussion** 17:30 **End of Pre-conference Workshop**



Acknowledgments