

## Program

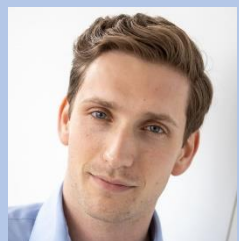
- 4:00pm~4:05pm Opening Remarks  
Tadaaki Hanatani  
Managing Director, FBRI
- 4:05pm~4:35pm Speeches  
『MedTech Industry and Ecosystem in Germany』
- 4:35pm~4:40pm Break
- 4:40pm~5:35pm Panel Discussion  
『Collaborate with Germany and its Attractiveness』
- 5:35pm~5:45pm Closing Remarks  
Hiroshi Iwamura  
Director, Representative of Japan, GTAI

## Speakers



『Ecosystem in Germany』

**Gabriel Flemming**  
Senior Manager Healthcare  
Germany Trade & Invest (GTAI)



『Ecosystem in Germany vs Silicon Valley』

**Niels Sharman**  
Investment Analyst  
High-Tech Gründerfonds



『Ecosystem in Northern Germany』

**Sarah Niemann**  
Manager International Affairs  
Life Science Nord Management GmbH

## Registration



<https://3rdkbicglobalwebinar.eventbrite.com>

## Contact

Foundation for Biomedical Research and Innovation at Kobe  
E-MAIL: [inquiry@fbri.org](mailto:inquiry@fbri.org) TEL: 078-306-0719  
(Organizer) Foundation for Biomedical Research and Innovation at Kobe  
(Co-organizer) City of Kobe  
(Support) Germany Trade & Invest,  
Life Science Innovation Network Japan (Link-J)  
The Foundation for International Trade and Industrial  
Co-operation (ITIC)

# 3rd



# KBIC Global Webinar

~ German Ecosystem and  
Collaboration Opportunities ~

**2021.6.25 FRI**  
**4:00pm-5:45pm (JST)**

Venue

Zoom Webinar

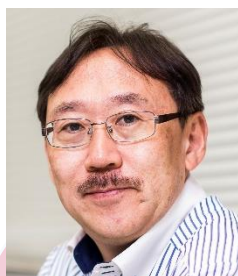
Fee

Free of Charge

Language

Japanese/English  
(Simultaneous  
Translation)

## Panel Discussion



### Moderator

**Prof. Takahiro Yasuda**

Kobe University Hospital and Kobe University  
Advanced Medical-Engineering Development Center  
Associate Professor and Unit Head, Medical Device  
Development Unit, Clinical & Translational Research  
Center, Kobe University Hospital

## Panelists



**Gabriel Flemming**  
Senior Manager Healthcare  
Germany Trade & Invest



**Tetsuya Nakanishi**  
Managing Director  
Medicaroid Europe GmbH



**Christian Lutz**  
CEO  
Bluewater Medical



**Dr. Jörg Traub**  
CEO  
Forum Medtech Pharma



**Takumi Fukumoto, M.D., Ph.D.**  
Professor, Kobe University Graduate School of  
Medicine, Department of Surgery, Division of  
Hepato-Biliary-Pancreatic Surgery



**KOBE**  
UNESCO City of Design

**LINK-J**  
Life Science Innovations Network Japan



**GERMANY**  
TRADE & INVEST



日独交流160周年  
Jahre Freundschaft  
Deutschland - Japan

# Speaker's Profiles



**Gabriel Flemming**  
**Senior Manager, Chemicals & Healthcare**  
**Germany Trade & Invest (GTAI)**

Gabriel Flemming is Senior Manager Healthcare at Germany Trade and Invest's headquarters in Berlin, Germany.

Gabriel has a Business Administration degree of the University of Munich Business School (LMU) where he graduated in 2005. Subsequently he held positions in Sales and Marketing at publishing companies and a B2B language service provider based in Hamburg. The German life sciences and healthcare sector became his industry focus during his time as an IP Acquisition Manager for a company managing the patent value funds of Deutsche Bank.

In 2009 Gabriel joined the Chemicals & Healthcare team of Germany Trade & Invest being the inward investment supporting agency of Germany. In this role Gabriel today is assisting companies in the medical technology sector to build up their footprint in Germany, covering all sales, R&D partnering or manufacturing driven business cases.

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**Niels Sharman**  
**Investment Analyst**  
**High-Tech Gründerfonds**

Niels Sharman is an Investment Analyst in the life science investment team of HTGF. He holds a bachelor degree in biology from the Ludwig Maximilians University Munich and a master in management from the Technical University Munich. In the past he gained experience in the pharmaceutical industry and worked for a biotech startup.

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**Sarah Niemann**  
**Manager International Affairs**  
**Life Science Nord Management GmbH**

Sarah Niemann is the Manager for International Affairs at Life Science Nord.

She is responsible for fostering and maintaining Life Science Nord's international network and activities and is the point of contact for all inquiries from abroad. In addition to that, Sarah is in charge of the EU-funded internationalization project MAGIA2Market, which enables MedTech SMEs to internationalize, particularly also to Japan. Sarah has studied International Business in Spain, Germany and Sweden. Prior to joining Life Science Nord, she has worked as an International Account Manager at XING SE and for the German American Chamber of Commerce of the Midwest in Chicago.

# Speaker's Profiles



## **Takahiro Yasuda**

**Kobe University Hospital and Kobe University Advanced Medical-Engineering Development Center**

**Associate Professor and Unit Head, Medical Device Development Unit, Clinical & Translational Research Center, Kobe University Hospital**

Takahiro Yasuda was involved in drug discovery research for more than 10 years at Daiichi Pharmaceutical Co., Ltd. (now Daiichi-Sankyo Company, Limited) and Bayer after obtaining a Master of Science in Pharmacy from Chiba University. He had then served as a visiting professor at RMIT (Royal Melbourne Institute of Technology) after obtaining a PhD at University of Queensland. After returning to Japan, he was engaged in translational research for pharmaceuticals and medical devices at Kobe University Hospital, and also involved in the establishment of the Kobe University Advanced Medical-Engineering Development Center. He is currently working on the establishment of a Japanese-style ecosystem and constructing the framework of human resource development programs, while focusing to support the development of medical devices.

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## **Tetsuya Nakanishi**

**Managing Director**

**Medicaroid Europe GmbH**

Tetsuya Nakanishi is the Managing Director of MEDICAROID EUROPE. After working at Kawasaki Heavy Industries, where he led product development for robots used in the automotive, food, pharmaceutical and pharmaceutical dispensing industries, he launched MEDICAROID Corporation and worked on business planning and new business development marketing. After that, he led the product development of the surgical support robot "RAS" (later hinotori™ Surgical Robot System) as a project leader and negotiated alliances with overseas partner companies. He then was transferred to Germany to lead the establishment of Medicaroid's European branch, and was appointed as Managing Director (President of the local subsidiary), where he was responsible for business development in Europe, overseeing alliances with European partners, regulatory compliance, training and education, and R&D.

# Speaker's Profiles



## **Christian Lutz**

**CEO**

**Bluewater Medical**

Bluewater Medical GmbH is an international acting medical device company located in Kiel/Germany. Core activity is the development of products for orthopedic and spinal surgery. Focus of our own product developments are the fractures of the elderly population.

Bluewater Medical has more than 25 years of experience in the development of medical devices. The staff of Bluewater developed in the past market leading systems that are successfully sold in Japan. We are experienced in customizing western products for the Japanese market as well as we are familiar with the Japanese registration process and support European and US companies through the registration process.

Christian Lutz, founder of Bluewater Medical, is former Senior R&D Director of Stryker Trauma and member of the Asian Pacific Technical Committee, an expert group of engineers and surgeons responsible to ensure that the needs of the Asian surgeons are reflected in the portfolio of Stryker.

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## **Dr. Jörg Traub**

**CEO**

**Forum Medtech Pharma**

Since 2020 Dr. Joerg Traub is managing director of Forum MedTech Pharma e.V. and responsible for networking, partnership and innovation in healthcare at Bayern Innovative GmbH.

Joerg has a PhD in Computer Science and more than 15 years of experience in medical technology innovation. As entrepreneur he was responsible to translate several ideas from research and science through clinical studies and certification to the market.

Prior to his current position, he founded SurgicEye GmbH, a spin off from TUM, Munich with innovative products in intraoperative nuclear medicine images and surgical oncology guidance. From its foundation until the trade sale of the company he was more than 10 years acting CEO. In his further career, he also build up as business development director if iSYS Medizintechnik corporate and distribution partnerships as well as joint ventures for an interventional microrobot technology.



# Speaker's Profiles



**Takumi Fukumoto , M.D., Ph.D.**

**Professor**

**Kobe University Graduate School of Medicine, Division of Hepato Biliary Pancreatic Surgery, Department of Surgery**

- 1987: M.D., Shiga University of Medical Science
- 1987-88: Residency, Kobe University Hospital
- 1988-89: Staff, Kobe Kaigan Hospital
- 1989-90: Staff, Kasai City Hospital
- 1990-91: Staff, Kobe Rosai Hospital
- 1992-94: PhD student, Kobe University
- 1994-1996: Postdoctoral Research Fellow- Humboldt University (Germany)
- 1996: Ph. D., Kobe University School of Medicine
- 1996-99: Staff, Osaka Saiseikai Nakatsu Hospital
- 1999-2005: Staff, Kobe University Hospital
- 2005: Associate Professor, Department of Liver Surgery and Transplantation, Kobe University School of Medicine
- 2007: Associate professor, HPB surgery, Kobe University Graduate School of Medicine
- 2017~: Professor, HPB surgery, Kobe University Graduate School of Medicine
- 2019~: Deputy Director, Center for Advanced Medical Engineering Research & Development, Kobe University