

Creating novel solutions that make healthy lives a reality for all

Inês Matias

InnoStars Business Creation Project Manager

2019

Looking at Europe today, we are getting closer and closer to what some might call one of our greatest desires: living ever longer lives

- ✓ European citizens are getting older than ever.
- ✓ The number of people aged 90 years and more will further increase over the coming decades.
- ✓ In parallel, the access to healthcare is better than ever in European history.
- ✓ Subsequently, life expectancy is increasing by approx. 4-5 years per generation.

However, these great achievements also bear some important challenges...



Innovation in Europe

Most EU research funding & support is provided for early Technology Readiness Levels (TRL) 1-5

- gap in funding for projects > TRL 6-9
- lack of 'entrepreneur education'

The EIT was founded to develop

- solutions for rapidly emerging societal problems
- products that meet the needs of consumers

EIT Health ensures the connection of education, research and business (knowledge triangle)

- strengthens entrepreneurial education and support
- supports innovative ideas and transformational business projects



Everything we do aims to improve the health and well-being of European citizens.

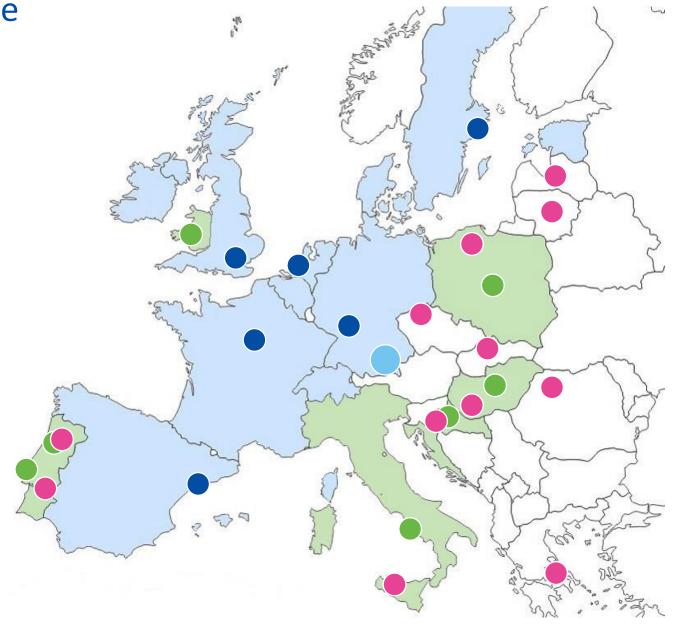
We believe that innovation is the key to this goal.





A strong partnership across Europe

- International HQ
- More developed regions in healthcare innovation
- InnoStars regions (emerging markets)
- EIT Health Hubs (RIS)





A strong partnership across Europe



COMARCH (%)

bluepharma

GE Healthcare

UNIVERSIDADE CELON DE ÉVORA PHARMA

CLC UK/Ireland



CLC Belgium/Netherlands



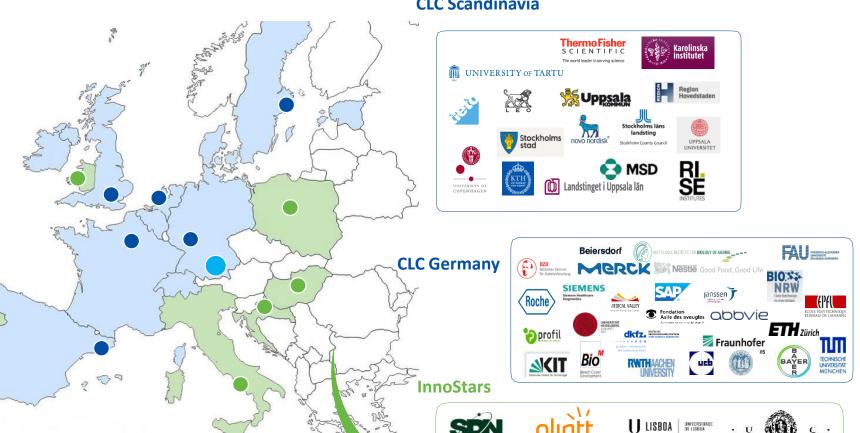
CLC Spain





a

E-GROUP





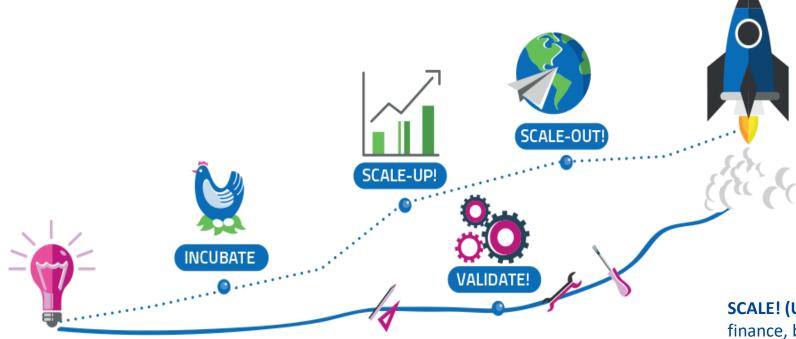
Accelerator Opportunities for 2019

[This is a preliminar overview of 2019 BC opportunities. Please confirm final dates in EIT Health Accelerator website https://www.eithealth.eu/accelerator and Innostarter website for more recente updates]



EIT Health ACCELERATOR

Supporting healthcare entrepreneurs at every stage of the process



INCUBATE! push forward innovative business ideas

VALIDATE! Access to data, funding, experts and open innovation ecosystems from our International Partners

SCALE! (UP AND OUT!) Access to finance, benefit from a strong International network and reach out to new markets



Where do I fit?

Dozens of Accelerator opportunities at your fingertips

[I am at the idea/project stage]

INCUBATE!

Pushing forward innovative business ideas:

Jumpstart
Innostars Awards
Bootcamp intensive programmes
Venture Lab programme
CaixaImpulse

FOR WHOM:

Early entrepreneurs, scientists wanting to develop start-ups or receive innovation training and assistance.

[I have a product/service ready to be tested]

VALIDATE!

Validating the commercial viability:
Living Labs & Test Beds Network
Mentoring & Coaching Network
Headstart Funding

FOR WHOM:

Start-ups looking to:

- validate products and services.
- understand local/regional regulatory and reimbursement schemes.
- have access to market experts.

[I am ready to grow]

SCALE!

Facilitating access to finance:

European Health Catapult
Investors Network
Equity-Crowdfunding Platform

Facilitating market expansion:

Bridgehead – Incubator Network GoGlobal Programme Gold Track

FOR WHOM:

These activities focus on more mature start-ups and SMEs, to facilitate access to tools and networks for financing and market expansion



INCUBATE!

Pushing forward innovative business ideas

FOR WHOM:

Early entrepreneurs, scientists wanting to develop start-ups or receive innovation training and assistance.

Focus on education



EIT Jumpstarter

EIT Health, EIT Raw Materials and EIT Food jointly launch the EIT Jumpstarter to improve cross-sectorial innovation performance in EIT RIS countries along the following.

Main purpose: start building a business model and a pitch deck with a business model canvas, competitive landscape, go-to-market strategy, roadmap.

For whom: teams of individuals with an innovative idea in any of the thematics areas. Maximum 2 members per team.

Thematic areas:

- Food
- Biotech, Medtech, Digital Health
- Raw Materials

Grant: up to €12 000. Funding should be spent in 2019.

Regions: Applicants from all over Europe

Register: EIT Health Lyyti platform.

Deadline: 1 March EXTENDED to 15 March

Contact: Regional Manager and Business Creation team.



InnoStars Awards

InnoStars Awards is suitable for micro and small enterprises, spin-offs and start-ups that already have a prototype or a MVP.

Main purpose: Support the applicants in realizing next steps towards the market and shorten time-to-market for innovative products and services.

For whom: Start-ups and SMEs that already <u>have a prototype or a</u> <u>MVP</u>. Companies should be incorporated before the sub grant agreement initiation.

Thematic areas: EIT Health objectives: Healthy Living, Active Ageing, Improved Health Care.

Grant: up to €50 000. Funding should be spent in 2019.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform.

Deadline: 27 March

Contact: Regional Manager and Business Creation team.



Bootcamps

CRAASH Barcelona

12 weeks (Apr-Nov '19)

3 entrepreneurs per team

Where: Barcelona, road trips to Paris,

Delft and Boston

Thematic area: Medical device, diagnostic,

digital innovations

Contact: Raquel Riera (rriera@biocat.cat)

@Delft

8 consecutive weeks (Aug-Oct '19)

2 entrepreneurs per team

Where: Delft, road trips to Denmark, Belgium

and Spain

Thematic area: Medical technologies

Contact: Tjarda Voorneman (tjarda@yesdelft.nl)

MedTech

8 consecutive weeks (Sept-Nov '19)

2 entrepreneurs per team

Where: Germany, road trips to Coimbra, Paris,

Barcelona and Lodz

Thematic area: Medical technologies

Contact: Heike Leutheuser (heike.leutheuser@fau.de)

Digital Health Validator

8 consecutive weeks (May-July '19)

2-4 entrepreneur per team

Where: Dublin, road trips to Grenoble,

Newcastle, Madrid

Health

Thematic area: Digital Health

Contact: Gavan Drohan (gavan.drohan@tcd.ie)

E-Boat

8 weeks (tbd)

2 entrepreneurs per team

Where: Dublin, Lodz, Baltic Cruise

Hackaton

Thematic area: Mobile health solutions

Contact: Joanna Baranowski

(joanna.baranowska@umed.lodz.pl)

Main purpose: Training bootcamps that support applicants to discover the business potential of their businesses/business idea.

For whom: teams of individuals or Start-ups. Master students, Postdocs, Ph students, scientists, other.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 1: 11 January to 13 March

Wave 2: 8 April to 17 June

HealthVenture Lab — Plus Bootcamp

Venture Lab is an intensive health-focused accelerator that helps aspiring individuals/teams through an extended period of coaching and training.

Main purpose: it provides academic, business and industrial expertise to ensure that participants have an unique opportunity to improve all aspects of their businesses and advance their innovative ventures.

For whom: early state life-science and health care teams/start-ups with an initial prototype. 2 entrepreneurs per team.

Thematic areas: Biotech, Medtech, e-health

Where and When:

Main programme in Budapest, satellite programmes are offered in Lodz (Poland) and Debrecen (Hungary).

24 weeks (Apr-Oct '19)







Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline: 13 March

Contact: Daniel Szemerey (daniel@hvlab.eu)

Caixa Impulse

Caixalmpulse is an intensive acceleration programme for the creation of new products and companies in the health and life sciences sector.

Main purpose: This programme is designed to start the translation of health research projects into a market-ready product.

For whom: project leaders with research in the health and life sciences sectors. Established companies are explicitly excluded. 3 researchers per team from universities, hospital or non-profit organizations.

Thematic areas: Health, Life Science sectors.

Grant: between €70K – 100K (plus travel expenses for candidates from outside Spain)

Where and When:

Barcelona

4 weeks (July-Nov '19) + 18 months for creating and implementing a valorisation and commercialisation plan aimed at making use of protected or protectable assets resulting from research



Regions: Spain. Other European countries are also encouraged to apply.

Register:

www.convocatoriaslacaixa.org/Convocatorias/login.iface?id

ioma=3

Deadline: 18 March

Contact: Belen Perat (bperat@fundaciolacaixa.org)

VALIDATE!

Validating products and services commercial viability

FOR WHOM:

Start-ups looking to:

- validate products and services.
- understand local/regional regulatory and reimbursement schemes.
- have access to market experts.

Focus on validation.



Networks

Living Labs & Test Beds

More than 40 in Europe which can support the innovation process throughout the different phases of the value chain (ideation, co-creation, validation and scale-up), with the final goal of enhancing the conception of fully market-ready products with high added value and a high probability of success.

Main purpose: The programme aims to improve products/services by allowing the validation, co-creation and ideation with the end-user in a real environment.

For whom: Registered European start-ups, SMEs and innovation projects that want to test and improve their product.

Register:

http://connections.eithealth.eu/group/intranet/livinglabs

Deadline: 25 January, 29 March, 24 May, 12 July, 13 September,

25 October

Contact: Jagadeesh Gandla (jagadeesh.gandla@eithealth.eu)

Mentoring and Coaching Network

Mentoring and Coaching Network gathers subject matter experts and top-of-the-line mentors from all over Europe to help with specific needs of start-ups in medtech, biotech and digital health.

Main purpose: to support start-ups/SMEs with specific needs.

For whom: Experts willing to **mentor** and **entrepreneurs**, start-ups, SMEs and innovation projects **seeking mentors**.

Register: https://eithealth.chronus.com/

Deadline: ongoing

Contact: Jagadeesh Gandla (jagadeesh.gandla@eithealth.eu)



Headstart Funding

Headstart provides funding for early stage companies to develop new products and services. Selected companies will work on their product launch project with support from the regional managers to access local and EIT Health networks.

Main purpose: support emerging companies and SMEs to develop new products and services.

For whom: Start-ups and SMEs, with regional selection, incorporated before the sub granting agreement initiation.

Thematic areas: EIT Health objectives: Healthy Living, Active Ageing, Improved Health Care.

Grant:

- Maximum funding is € 50 000
- Co-investment of 25% required (Innostars regions)

Funding should be spent in 2019 Health **Regions:** Applicants from all over Europe, with regional selection.

Register: EIT Health Optimy platform.

Deadline: 27 March

Contact: Regional Manager or Business Creation team.

SCALE!

Access to finance, benefit from a strong international network and reach out to new markets

FOR WHOM:

These activities focus on more mature start-ups and SMEs, to facilitate access to tools and networks for financing and market expansion. Focus on growing and expanding.



European Health Catapult

A training and competition programme that boosts the development of European top notch health start-ups.

Main purpose: The programme exposes start-ups to high quality experts and international investors trough intensive and multi-channel involvement of the whole EIT Health community.

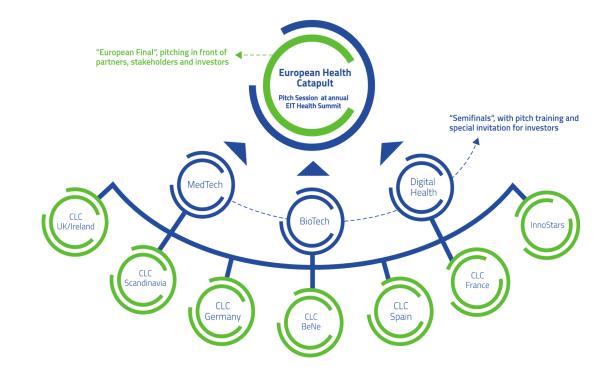
For whom: incorporated micro and small enterprises (<50 employees)

- Looking for at least 500K EUR investment
- Self-valuation of at least 1Mio EUR
- Drug development projects are eligible

Thematic areas: Biotech, Medtech and Digital Health

Grant: In each category the first place will be awarded with €40 000, the second place with €20 000 and the third prize with €10 000.





Regions: Applicants from all over Europe.

Register: https://www.europeanhealthcatapult.eu/

Deadline: 27 March

Contact: Anna Badurska (anna.badurska@capdigital.com)

European Health Catapult

A training and competition programme that boosts the development

Main purpose: The programme exposes start-ups to high quality

experts and international involvement of the whole

- Looking for at least 500
- Self-valuation of at least
- Drug development pro

Thematic areas: Biotech,

Grant: In each category th the second place with €2



All eligible EHC Digital Health applications will receive a basic scholarship, every regional winner (i.e, semifinalist) will receive a premium scholarship of the One Million by One Million.

One Million by One Million (1Mby1M) is the first global virtual accelerator, headquartered in Silicon Valley. We aim to nurture a million entrepreneurs to reach a million dollars each in annual revenue and beyond, thereby creating a trillion dollars in global GDP and ten million jobs.

More info: https://lm1m.sramanamitra.com/









Networks

Bridgehead – Incubator Network

Bridgehead is a soft-landing and cross-mobility support network. It follows an individual and needs-based approach by matching suitable start-ups/SMEs to clusters, accelerators and incubators all over Europe.

For whom: Start-ups/SMEs looking to expand to other European markets.

Thematic areas: Digital Health, MedTech, LifeTech and Biotech with a digital component.

Grant: up to €30 000.

Health

Register: EIT Health Optimy platform, starting from February.

Deadlines:

First cut-off: 27 February 2019Second cut-off: Mid May 2019

Contact: Aina Pascual (<u>aina.pascual@eithealth.eu</u>); Anna Badurska (<u>anna.badurska@capdigital.com</u>)

Investors Network

Investors' Network has been designed to match especially the need for a first financing round but also follow-up investments of EIT Health life science start-ups.

For whom:

- Incorporated Start-ups and SMEs looking to raise between
 €0.5 M €30 M in the next 6 months or year.
- Technical PoC or prototype done.
- Public grants and money raised (~€200K).
- High growth, turnover x2/year at least
- Ambition of Peak sales > €10 M
- Clear exit for investors < 7 years

Register: EIT Health Optimy platform.

Deadlines: Ongoing, with quarterly cut-off dates for evaluation.

Contact: Caroline Sai (operations@angelssante.fr)

Go Global

Go Global provides companies with the competence needed for **growth and international expansion**. It consists of four complementary programmes addressing different regions.

Main purpose: to provide the start-up/SME with the competence needed for growth and international expansion.

For whom: Mature start-ups or SMEs with the ambition to expand their international market reach.

Thematic areas: Biopharma, Life Sciences, MedTech, Digital Health

Register: EIT Health Optimy Platform

Deadlines: 27 March



Contacts:

Canada Programme
Olivier Fontaine
(ofotaine@medicen.org)

MedTech/Digital Health – Europe, US, China, Japan Olof Berglund (olof.berglund@sting.co) Start.Smart.Global Japan & Korea Stephanie Wehnelt (wehnelt@bio-m.org)

MedTech Exchange Accelerator - China Benjamin Stöcklein (benjamin.stocklein@medical-valley-emn.de)



Gold Track

Gold Track is an acceleration programme for high-potential health start-ups and SMEs to become global players.

Main purpose: It aims to pair these ventures with high-profile influencers that set strategic goals following an individualised connection approach. Account managers then offer support by monitoring your progress and opening networks.

For whom: Mature start-ups or SMEs with the ambition to expand their international market reach.

Thematic areas: EIT Health objective: Healthy Living, Active Ageing, Improved Health Care.

Register: EIT Health Optimy platform.

Deadlines: Application start date to be announced in early

spring

Contact: Joy Cürten (joy.cuerten@eithealth.eu)

Equity Crowdfunding platform

Crowdfunding platform is the first European cross-border crowdfunding platform specifically aimed at more mature healthcare start-ups and SMEs. Applying start-ups undergo a comprehensive selection process.

For whom: Mature start-ups or SMEs searching for equity of at

least €500k

Thematic areas: MedTech, Digital Health

Register: https://comingsoon.aescuvest.eu/

Deadlines: Ongoing

Contact: Jörg Diehl (joerg.diehl@aescuvest.eu)



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Startup meets Pharma

Start-ups Meet Pharma is a challenge-based programme connecting teams developing innovative solutions for chronic care beyond the pill with key pharma partners in Europe

For whom: Start-ups and SMEs developing **digital solutions** which can impact both Pharma industry and patients.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform.

Deadline: 27 March

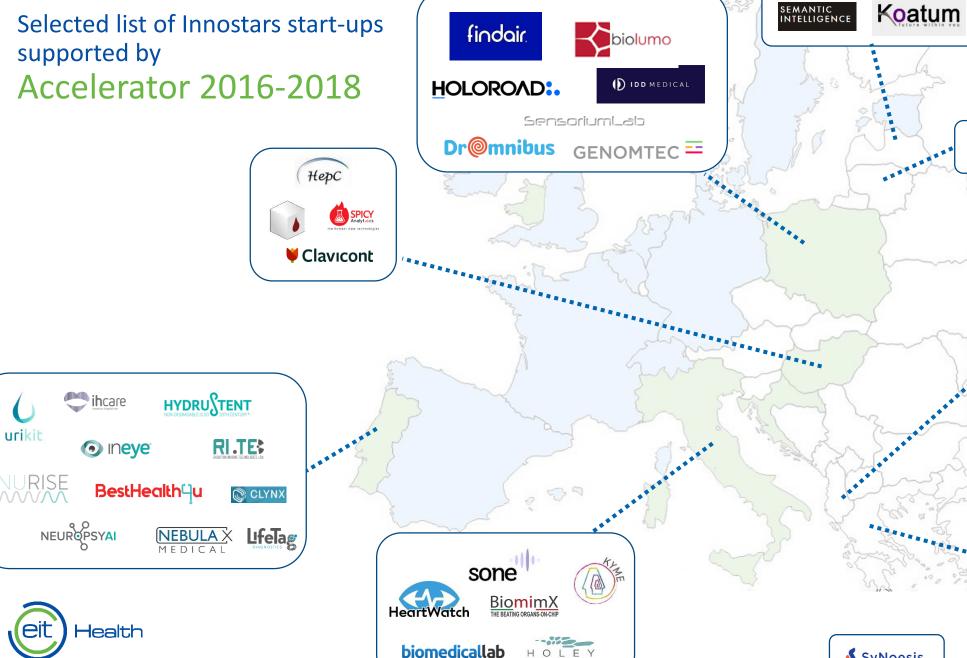
Contact: Regional Manager or Business Creation team.

Challenges:

- 1 **Rheumatoid Arthritis**: providing the right diagnosis at the right point in time. In collaboration with Amgen Tech Hub, Amgen Amgevita Brand.
- 2 Women's Health, Cardiology, Oncology, Hematology, Ophthalmology, Pulmonology: **telemedicine based patient support program**. In collaboration with Bayer AG.
- 3 **Parkinson's Disease** How to improve the management of "wearing-off" motor episodes (dyskinesias, dystonias); including freezing episodes. In collaboration with Ferrer.
- 4 Creating a **Biomarker** Measurement Platform. In collaboration with Johnson & Johnson World Without Disease.
- 5 Atopic Dermatitis and Chronic Spontaneous Urticaria: the measurement of skin health.



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Assisted Reproduction Unit

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OXIPIT

■ SyNoesis

Cyprus

EIT Health INNOSTARS ACCELERATOR For more information, contact your regional coordinator!



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Weekly open line for Q&A

[from 1 February to 22 March]
Friday from 10:00 AM to 11:00 AM CET
Chat Room: https://zoom.us/j/171295695

Together for healthy lives in Europe





Thank you.

eithealth.eu

eithealth.eu/accelerator

innostarter.eithealth.eu



ADDITIONAL INFO



Bootcamps - CRAASH Barcelona

CRAASH Barcelona is 12-week program that helps European research teams to launch successful device, diagnostic and e/digital health innovations that improve health and patient care. Teams move research to market through onsite and online mentoring with experts from CIMIT (Boston), the most experienced health accelerator in the world.

12 weeks (Apr-Nov '19)

3 entrepreneurs per team



Barcelona, road trips to Paris, Delft and Boston



Medical device, diagnostic, digital innovations



Who can apply: For soon-to-be or incorporated start-ups.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 1: 11 January to 13 March

Contact: Raquel Riera (rriera@biocat.cat)



Bootcamps - Yes!Delft

Unique two-month pressure cooker that allows aspiring entrepreneurs from all over Europe to discover the business potential of their MedTEch ideas.

The program helps participants to explore and validate their ideas, market potential and business model – and to launch in markets all over Europe.

8 consecutive weeks (Aug-Oct '19)

2 entrepreneurs per team



Delft, road trips to Denmark, Belgium and Spain







Who can apply: For start-ups or teams aiming to form one.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 2: 8 April to 17 June

Contact: Tjarda Voorneman (tjarda@yesdelft.nl)

Bootcamps - MedTech

Open to European early-phase start-up teams with ideas in medical technology.

The interdisciplinary focus of the Central Institute of Medical Engineering (ZiMT/FAU) and its broad network of health industry experts, healthcare practitioners, and digitalization research groups will allow the MedTech Bootcamp to provide focused support and matchmaking along with the EOT Health Mentoring and Coaching Network (MCN).

8 consecutive weeks (Sept-Nov '19)

2 entrepreneurs per team



Germany, road trips to Coimbra, Paris, Barcelona and Lodz







Who can apply: For MSc's, MD, PhDs, postdocs,

reserachers, with an idea in development

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 2: 8 April to 17 June

Contact: Tjarda Voorneman (tjarda@yesdelft.nl)

Bootcamps - Digital Health Validator

Two-month digital health incubator hosted in Trinity College Dublin, Europe's highest-ranked for producing entrepreneurs (Pitchbook, 2017).

The programme empowers digital health entrepreneurs to validate the technology & market potential of their early stage business.

8 consecutive weeks (May-July '19)

2-4 entrepreneur per team



Dublin, road trips to Grenoble, Newcastle, Madrid







Who can apply: Digital health start-ups.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 1: 11 January to 13 March

Contact: Gavan Drohan (gavan.drohan@tcd.ie)

Bootcamps - E-Boat

E-Boat bootcamp is an accelerator for startups with innovative mobile health solutions. It is an unique programme consisting of a distance learning module and of a Cruise Hackathon Formula in the Baltic region to validate, develop and launch products in the European market.

E-Boat drives change and transform the health services with m-solutions.

8 weeks (TBD)

2 entrepreneurs per team



Dublin, Lodz, Baltic Cruise Hackaton







Who can apply: incorporated start-ups in mHealth

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 1: 11 January to 13 March

Contact: Joanna Baranowski

(joanna.baranowska@umed.lodz.pl)