

EIT Health Investor Network

Investors Get Connected,



Reach out for European opportunities



EIT Health is supported by the EIT,
a body of the European Union

The Investor Network in a Nutshell

THE FIRST PAN-EUROPEAN Network

TO BRING EQUITY FUNDING TO INNOVATIVE HEALTH START-UPS

Creation : 2018

Objectives:



Facilitate Funding from **seed to series C** across 14 European countries through cross border co-investments,



Establish an on-line, local and **international network of selected investors** with a track record in health investment,



Offer a **qualified dealflow** in Medtech, Biotech and Digital Health



EIT HEALTH

A European H2020 initiative

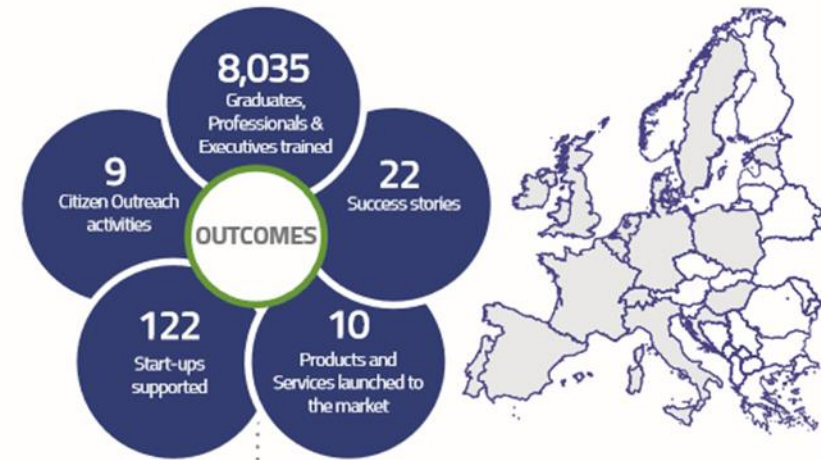
EIT Health promotes healthy living, active ageing and improvements in healthcare.

Their programs bring together the expertise of their partners, **140** leading organisations spanning key areas of healthcare, such as pharma, medtech, payers, research institutions and universities. To meet the goals set by EIT Health HQ in Munich

WOMEN IN EIT Health



ALUMNI
460 registered
 of which women **246**



ACROSS EUROPE



2017 figures

The EIT Health Investor Network is officially launched !

This much awaited EIT Health accelerator programme, aims to connect European health-oriented investors and promising start-ups through cross-border financing and co-investments, making it the this first pan-European, EU-driven network solely focused on financing health innovation.

This Investor network addresses the issue of early to late development stage fundraising across Europe to conquer health markets faster and better. It offers high potential start-ups connections to a wide variety of private-equity investors as well as great opportunities of coaching by seasoned investors and serial entrepreneurs and potential access to the EIT Health living labs network.

For private investor, business angels' associations, representative of a venture capital or corporate venture fund, it is a great opportunity to review and select pre-screened innovative companies according to the properties of their portfolio and be part of a select investor network.

The Investor Network is an EIT Health programme with ambition

Angels Santé, the largest Business Angels Association dedicated to healthcare and leader of the Investor Network, in close collaboration with EIT Health and its partners is actively working on building this unique cross border investor community and qualified deal-flow around a common platform, international meetings, face to face and online pitches in order to bring unmatched value to start-ups by solving issues that are not addressed by national funding systems.

Angels Santé, in partnership with Imperial Health College Partners, had the pleasure, during the Global Investor Forum last May in London, of introducing the Investor Network and of launching the **first network meeting** with EIT Health members and the BAE Club Health cluster. A successful meeting, followed by others, that suggests a keen interest from potential networkers and therefore a bright future for this international programme.



We are late... and we are short !

In Europe, we are late and we are short in cash, making it difficult for our healthcare start-ups to bloom.

The capacity to raise funds is often pivotal in the success or failure of a start-up and this is even more so in healthcare as the European market is so fragmented.

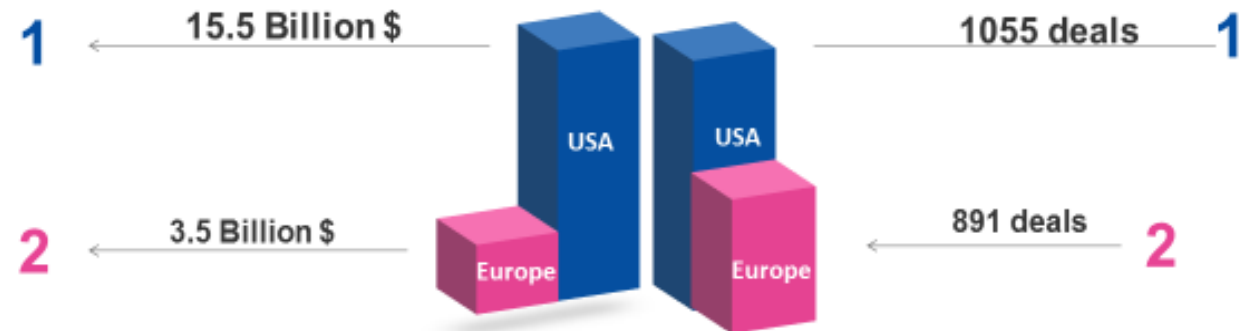
Europe has strong players in seed funding but the real challenge is access to growth funding that is why EIT Health has taken on this issue of creating a continuum of investments to empower Europe's future health champions.



Years behind the US
5 years from start to series A in Europe versus 3.5 years in the US



Billion \$ short
Invested in healthcare compared to the US



2017 Healthcare investments

Source: Pitchbook & SVB Trends in Healthcare investments and exits 2018
Sirris Dash_+ 2016 European Healthcare Report

A three-fold acceleration objective to bridge the gap

- Get funding **faster**
- Foster **earlier internationalization** with cross-border investors
- Leverage local funding with **international co-investments**



Who are we connecting ?



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- UK/Ireland
- Germany
- Scandinavia
- France
- Spain
- Italy
- Belgium
- Holland
- Portugal
- Hungry
- Switzerland
- Austria
- Poland
- Croatia



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Start-ups in Healthcare

European Healthcare start-ups or SMEs in sectors such as medtech, biotech or digital health seeking to raise funds

≥ 500 K€ from seed to series C, with international ambition and the wish to receive international mentorship.

Investors in Healthcare

Business angel association, representative of a venture capital or corporate venture fund, seeking the opportunity to screen and select high-profile start-ups according to the properties of their portfolio and who wish to participate in the growth of European health innovation.

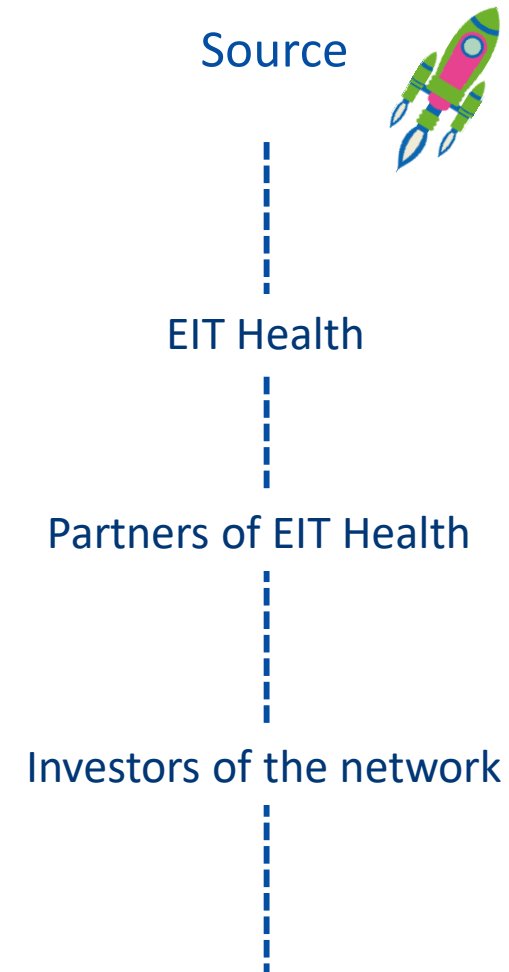
Our dealflow

Targeted start-ups

Innovative European health-related start-up or SME seeking funding from ≥ 500 K€ to more than 30 M€. The eligibility criteria are:



- 💡 A disruptive solution to address a real need for a sizeable target with sufficient purchasing power
- 💡 Technical proof of concept done (or prototype to be completed)
- 💡 Public grants and love money raised at significant level
- 💡 High growth (turnover x2/year at least)
- 💡 Long term peak sales ambition > 10M€
- 💡 Entrepreneur readiness to include investors into the start-up governance
- 💡 Exit scheme clear and <7 years for the investor
- 💡 Funds should go to a specific development stage with clear deliverables that will increase the start-up value for a given type of subsequent investor



What it offers investors

A faster connection to a greater number of high-potential innovative European healthcare start-ups for efficient and profitable investments

It offers one gateway to:

Attractive investments:

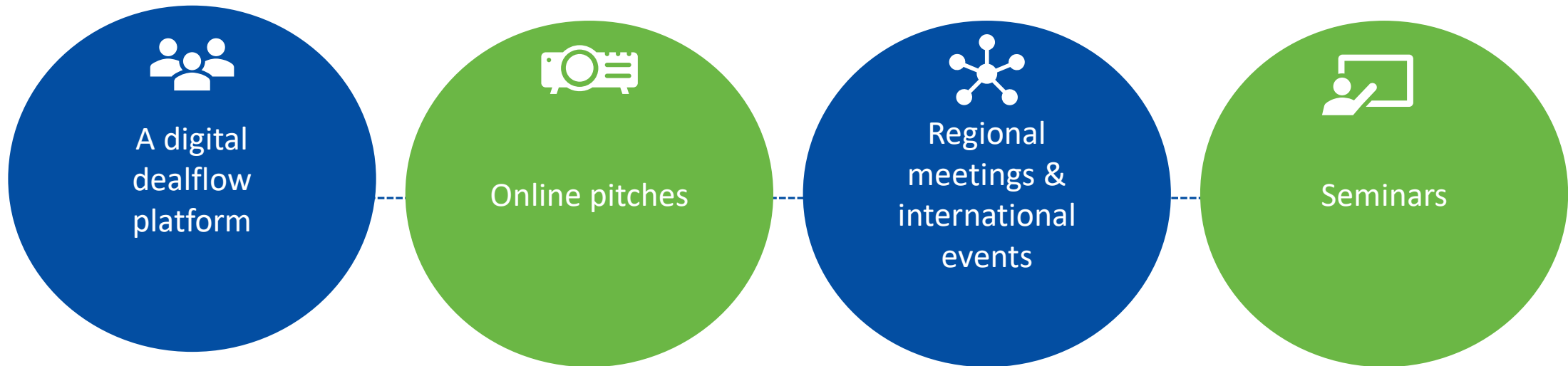
- from various European zones
- pre-screened by EIT Health and its partners
- with access to EIT Health acceleration programmes, mentorship and tools for a faster go-to market

Easy workflow:

- a coordinated simple framework
- a European network of Business Angels, VCs, and corporate venture funds
- possibilities of local or cross-border co-investments and of mentoring Europe's future unicorns
- facilitated exit



A dynamic network with much to offer



Membership fees starting in 2019



INVESTORS, BE THE DRIVING FORCE OF THE EIT HEALTH INVESTOR NETWORK

Join as a member

- get international visibility
- Obtain easy access to a qualified dealflow
- invest in one of the leading market sectors
- offer international reach to your start-ups, mentoring, multi-country access...

Next steps

1. contact your Country leader or operations
2. sign the general Code of Conduct
3. access the European dealflow platform
4. review the start-ups & flag your interests
5. flag your wish for co-investment
6. start your due diligence..

Your General Investor Contact

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Your National Investor Contact

Our Country Leader	Company	Country
René Reijtenbagh	Business Angels Connect	Netherlands/ Belgium
Josép Lluís Falcó	Genesis Biomed	Spain
Thierry Sarda	Angels Santé	France
Achim Diedenhofen	Go Beyond	Switzerland
Gonçalo Andrade	Hovione Capital	Portugal



Health
Investor
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