

# Health Incubator

HELSINKI

*Accelerating Health Innovations*

24/01/2024

Health Incubator Helsinki



# Nordic Incubators and Accelerators



~ 550 health startups in Finland

# Incubators- New Nordics



UPPSALA INNOVATION CENTRE

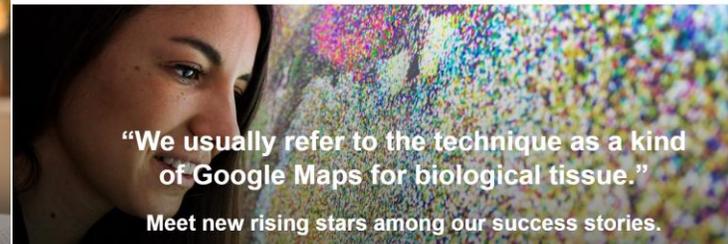
Business development for ideas of all ages

UIC helps innovative startups and growth companies  
Can we help you move your idea forward?



Karolinska Institutet Innovations AB

Curious? START Pre-incubator DRIVE Incubator Portfolio News About us Jobs



"We usually refer to the technique as a kind of Google Maps for biological tissue."  
Meet new rising stars among our success stories.



smile

SMILE 15 YEARS INJECT CAPITAL JOIN STAY SCALE COLLABORATE NEWS EVENTS SMILE CONTACT US



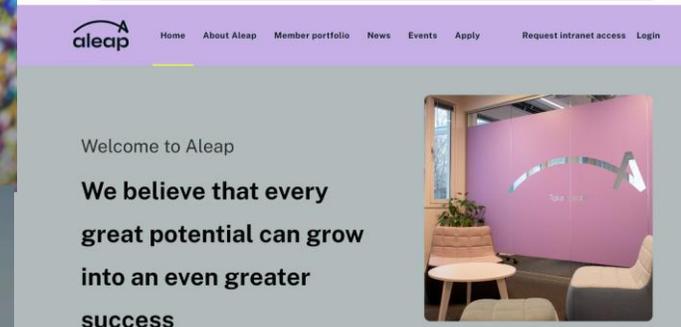
15 years CELEBRATING SUCCESS

Anniversary booklet Gallery



Health Founders HEALTH ECONOMY ACCELERATOR

Apply here



aleap

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Welcome to Aleap

We believe that every great potential can grow into an even greater success



UMEA BIOTECH INCUBATOR

COMMUNITY PROCESS ACTIVITIES ABOUT US CONTACT



We grow ideas that can change the world



BII

Bringing ideas to life and research to market

€ 83 M	88	56 %	€ 428 M
Total BII funding	BII start-ups to date	Start-ups with first-time founders	External funding raised by BII alumni



Eitri

For innovators Bergen | Norway

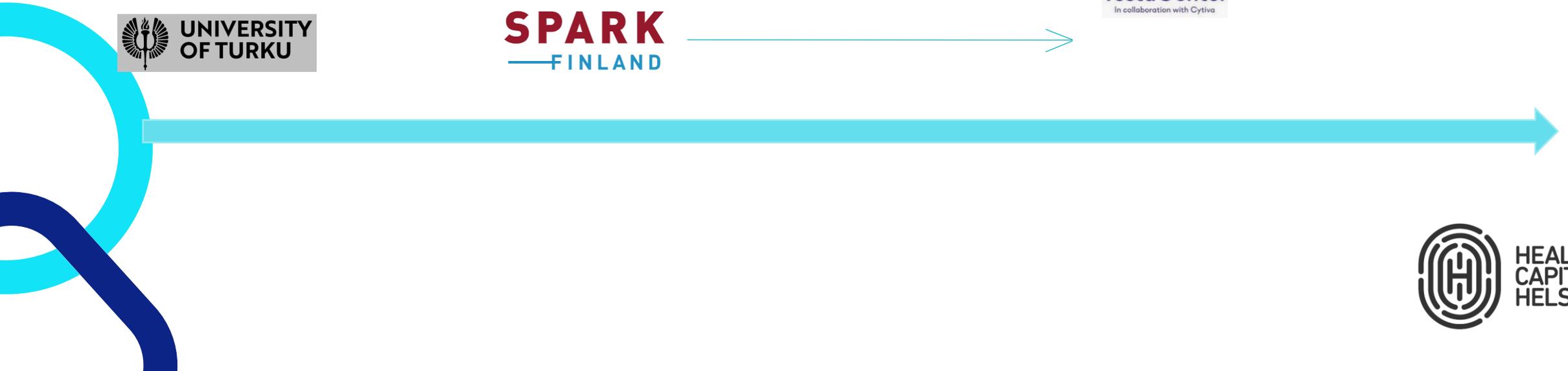
# Ecosystem services

## Research

## Pre Incubation

## Test Beds

## Incubators/ Accelerators



# Our Goal:

1. Support innovation and growth from research, expertise and community to international business
2. Accelerate the establishment and growth of new companies
3. Attract new talents, companies, investments to Helsinki and generate new jobs

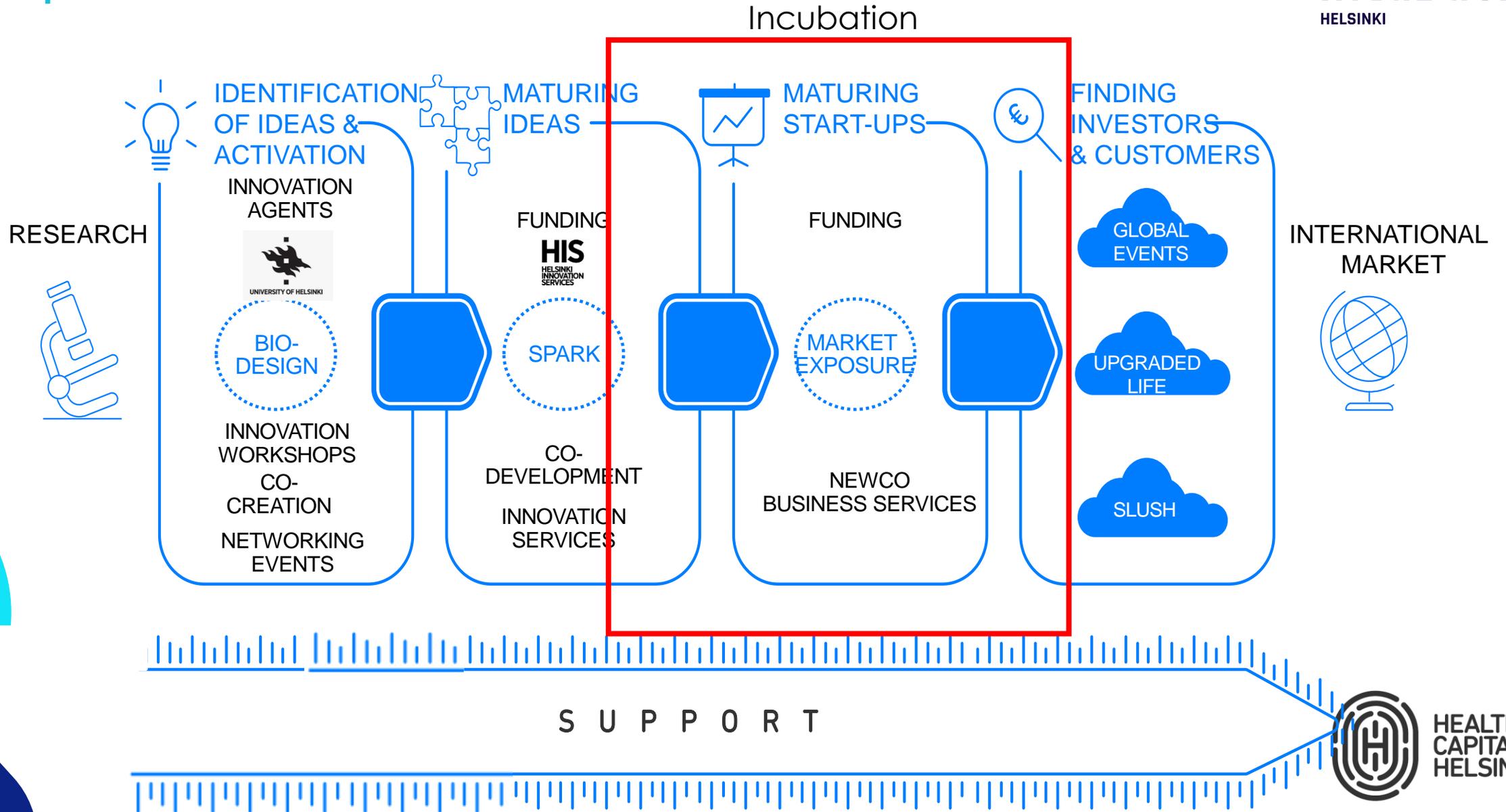
Non-profit, no equity taken, co-operation with private investors

# Who can apply

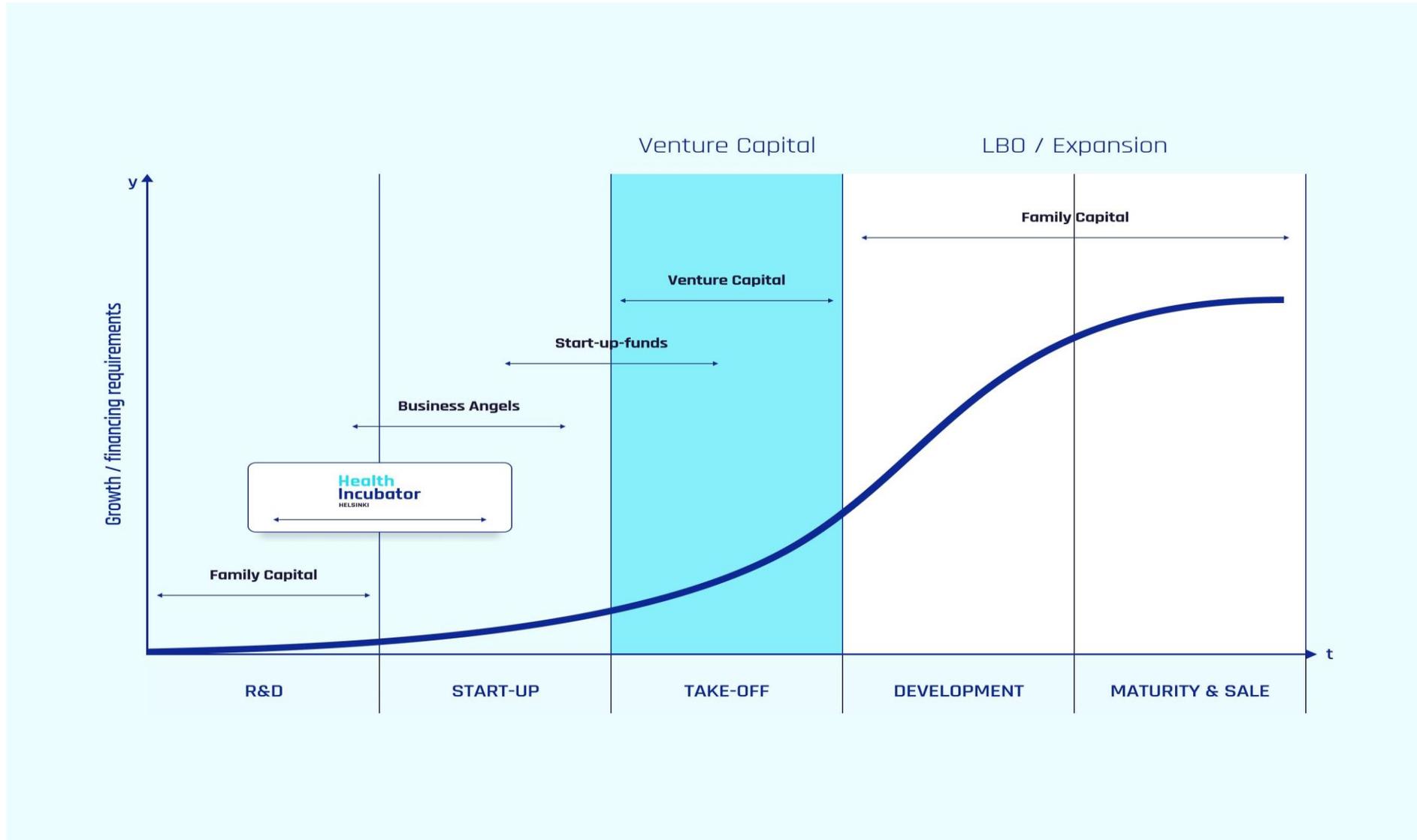
The incubation program is aimed at **research-based companies, early-stage teams** and **start-ups** operating in healthtech, medtech or life sciences that look for the the next steps for growth.

- Team of at least two founders who are strong in science, technical and business development
- Existing company preferred, or to be established within 6 months of program start
- Solves a clearly defined, preferably broad problem area within the scope
- Business idea based on an innovative technology
- Existing prototype is an advantage
- Scalable product or service that can become an international success story
- Sound implementation strategy for the business plan

# Impact



# Development Stages



# Meilahti Campus Area in Helsinki



Helsinki University Hospital  
HUS

New Childrens  
Hospital

Comprehensive Cancer Center

Haartman Hospital

**Terkko Health Hub**  
- Health Incubator  
Helsinki

Biomedicum

Eye and Ear Hospital

# What we offer

**A tailored incubator program that has the following components:**

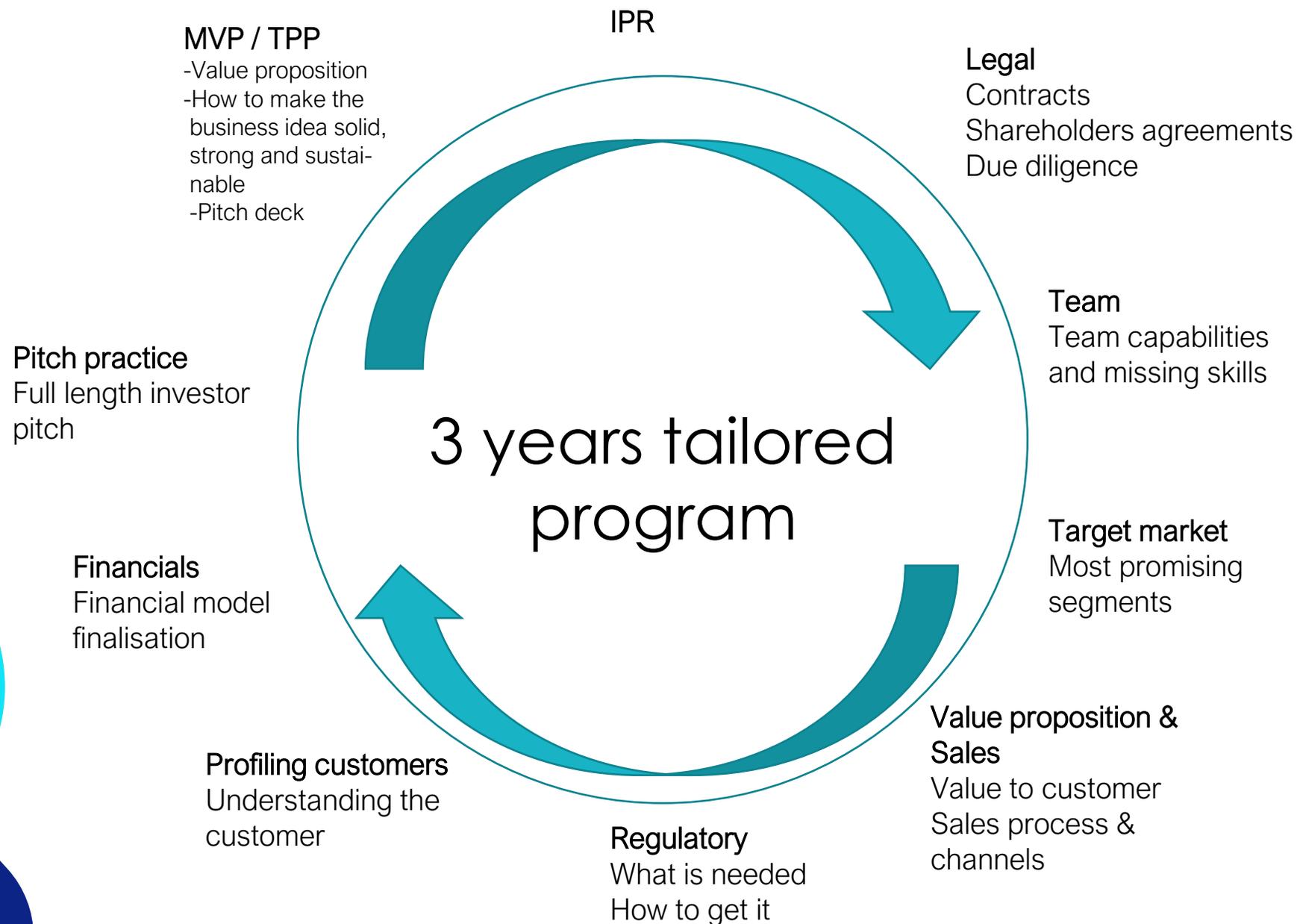
- **Connect founders** to the right **experts, investors, partners and customers**
- **Regular review meetings and update** calls to brainstorm challenges
- **Weekly webinars**
- **Advise** on **regulatory, intellectual property, fundraising** and **commercial** strategies by industry experts

# Program Activities

Up to 3 years, tailored program supported by:

- Business Advisory and mentorship by industry experts
- Weekly webinars and workshops
- Monthly investor series
- Get-together meetings
- Founders talks
- Demo Days

# Program – Road map



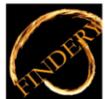
# HIH Programme Templates

Healthtech Innovation Process	Healthcare Business Model	Legal	Fundraising & Financials	Marketing Sales & PR	Team & Leadership	Product Development	Pitching	Monthly
<ul style="list-style-type: none"> <li>• Medical device</li> <li>• Value proposition</li> <li>• Market validation</li> <li>• Clinical aspects</li> <li>• Competitor analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Drafting a business plan</li> <li>• Go-to-market strategy</li> <li>• Pricing &amp; profitability calculation</li> <li>• Sales process connection</li> <li>• Public procurement process</li> <li>• Product positioning</li> </ul>	<ul style="list-style-type: none"> <li>• IPR</li> <li>• GDPR</li> <li>• Regulatory</li> <li>• Quality standards</li> <li>• Employment agreement</li> <li>• Licensing agreement</li> <li>• Shareholders agreement</li> <li>• Investor agreement</li> <li>• CE</li> <li>• FDA</li> <li>• GMP</li> </ul>	<ul style="list-style-type: none"> <li>• Drafting a financial plan</li> <li>• Investment strategy</li> <li>• How to get funded</li> <li>• Drafting an investor pitch deck</li> <li>• Process with investors</li> <li>• Company value calculation</li> <li>• Public funding instruments</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing &amp; branding strategy</li> <li>• Marketing campaign</li> <li>• How to build a strong brand</li> <li>• Social media</li> </ul>	<ul style="list-style-type: none"> <li>• Building a team</li> <li>• Leading a diverse team</li> <li>• Function effectively as a diverse team</li> </ul>	<ul style="list-style-type: none"> <li>• Product lifecycle</li> <li>• MVP</li> <li>• Prototype</li> </ul>	<ul style="list-style-type: none"> <li>• Pitching practice</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly investor presentation</li> <li>• Get-together meeting</li> <li>• Update call on progress in product development, sales and financials</li> </ul>

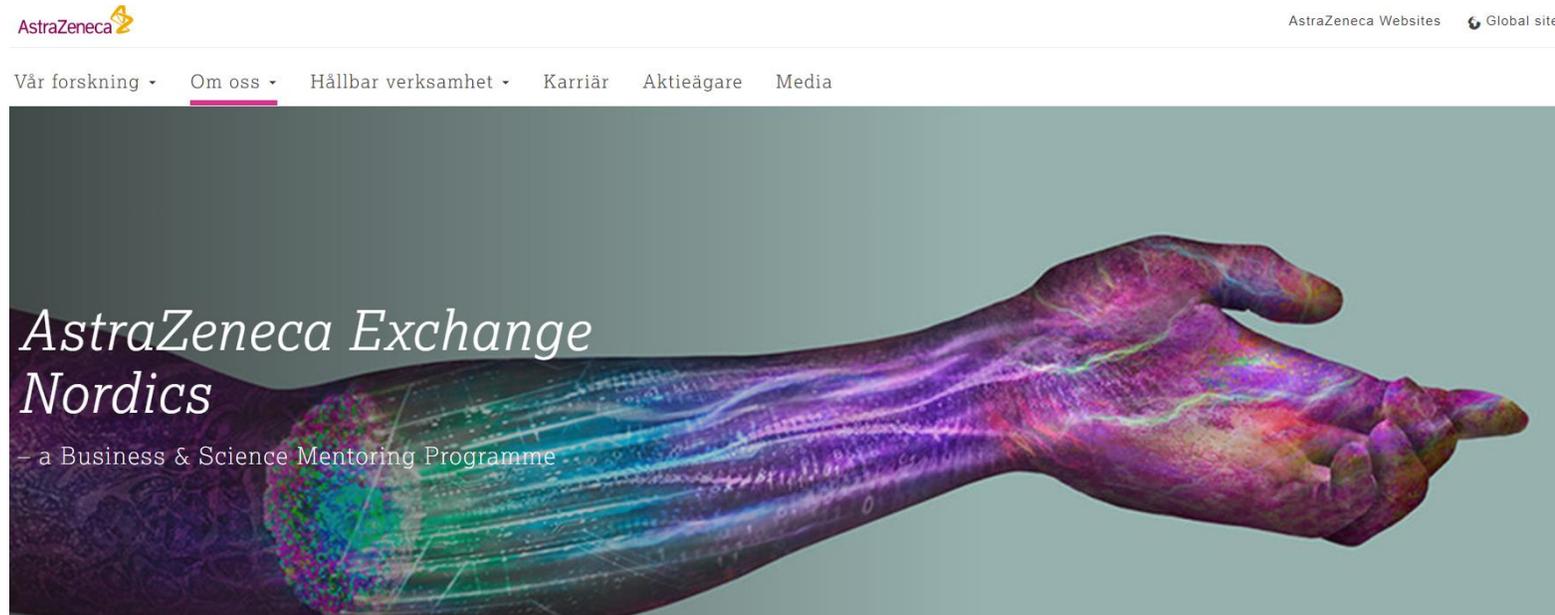
# We are part of a larger network

such as:

**Health Incubator**  
HELSINKI



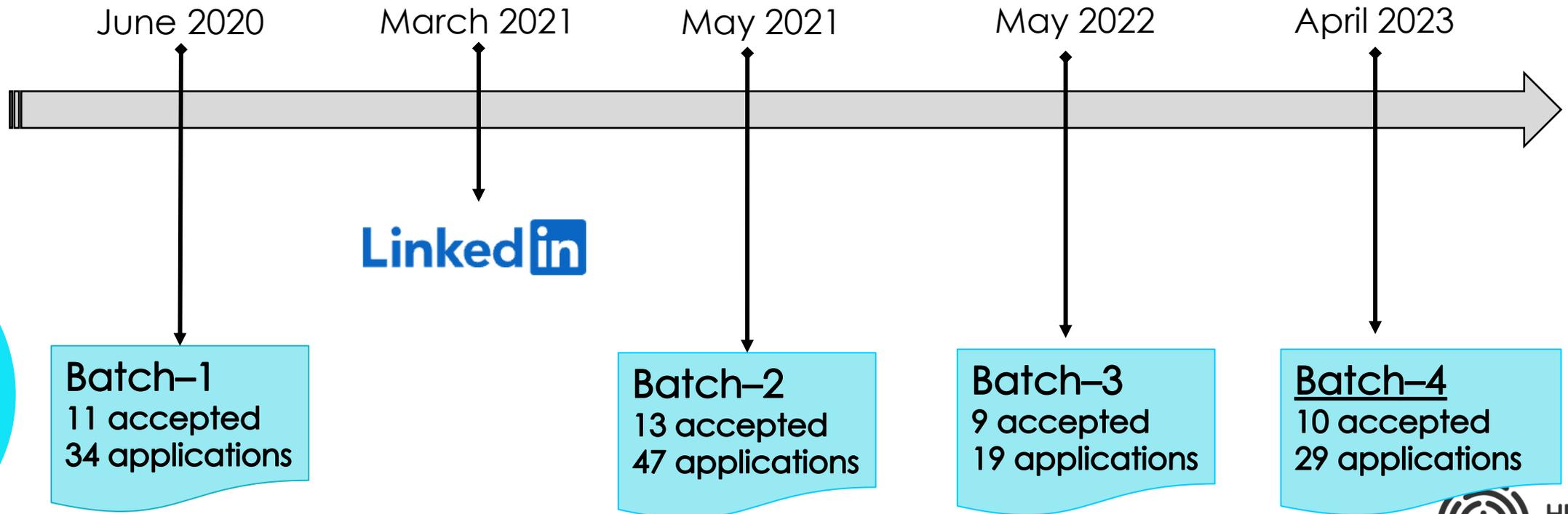
# AstraZeneca Exchange Nordics: a Business and Science Advisory Programme



- Mentors from AstraZeneca support Nordic entrepreneurs and start-ups to speed up innovations that benefit patients
- Single advisory sessions on strategic questions in the early start-up journey to help entrepreneurial ideas grow

# Incubator Operation – Milestones

**35 Startups in the program + 10 alumni**



# Funding raised

- **11,5 mil. € in 2023,**
- **11 mil.€ in 2022**
- **7,5 mil.€ in 2021**

# Categories - 35 companies in our program + 10 alumniees

Cardiology	Drug development	Laboratory workflow management	Ophthalmology	Consumer wellbeing	Fertility	Surface Coating	Remote Vital signs monitoring	Therapeutic
Epiheart	Sartar	Sciar (Alumni)	Maculaser	Nordic Fit Mama	Knewborn (Alumni)	FluxPolymers	Hoivita	Sartar
Monocyte	Finnadvance			Ai2Ai			MedicubeX	CorFlux
Cardiomtec (Alumni)	Probiont			SIR Analytics			Corle	Probiont
Lapsi Health B.V	Karsa (Alumni)						Cardiolyse	R2therapies
Sonai Health	Jasmine Pro (Alumni)						Lapsi Health	
Phonolyser (Alumni)	Data Solu (Alumni)						HATO Medical Technologies	
Cardiolyse	R2therapies							
Drug Manufacturing	Data Analytics	Microbies	Epilepsy	Mental Health	Oncology	Diagnostics	Platforms	Positron Emission Tomography (PET) - Radiotracer
Curify	Veil AI	Uute Scientific	Soenia	Olo	Evexia	Scellex	Auxcuro	ClickPET
	Analysis Mode			Medified (Exited)	ClickPET	AarogyaAI	Cardiolyse	
	HATO Medical Technologies				Sartar	CorFlux	Analysis Mode	
	Healthzilla (Alumni)					Fepod	HATO Medical Technologies	
						Probiont	Mediverse	
						R2therapies	Healthzilla (Alumni)	
						Nadmed	Trialwell (Alumni)	

# Core Team



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## We are interested in:

- Expanding our international network
- Contacts with VCs and investors
- Collaboration with industry experts, KOLs, international incubators, accelerators and hubs

Thank you !