

# Health Incubator

HELSINKI

*Accelerating Health Innovations*

24/01/2024

Health Incubator Helsinki



# Nordic Incubators and Accelerators

Health  
Incubator  
HELSINKI





~ 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?


**smile**

SMILE 15 YEARSINJECT CAPITALJOINSTAYSCALECOLLABORATENEWSEVENTSSMILECONTACT US

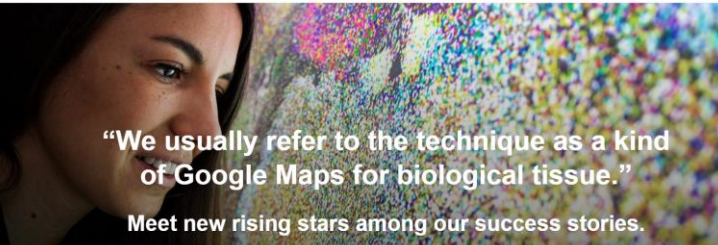


### 15 years CELEBRATING SUCCESS


Anniversary bookletGallery

**Karolinska Institutet Innovations AB**

Curious?START Pre-incubatorDRIVE IncubatorPortfolioNewsAbout usJobs




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



## Health Founders

HEALTH ECONOMY ACCELERATOR


Apply here


**aleap**

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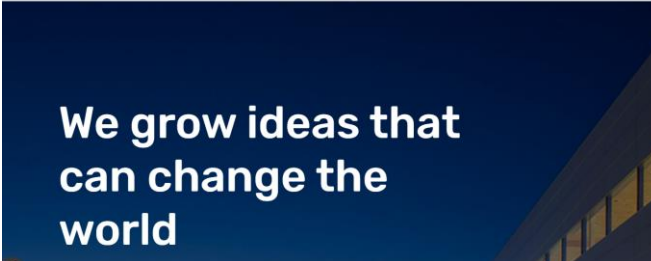
Welcome to Aleap

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




**UMEA BIOTECH INCUBATOR**

COMMUNITYPROCESSACTIVITIESABOUT USCONTACT



## We grow ideas that can change the world

**BII** BioInnovation Institute



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 |

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

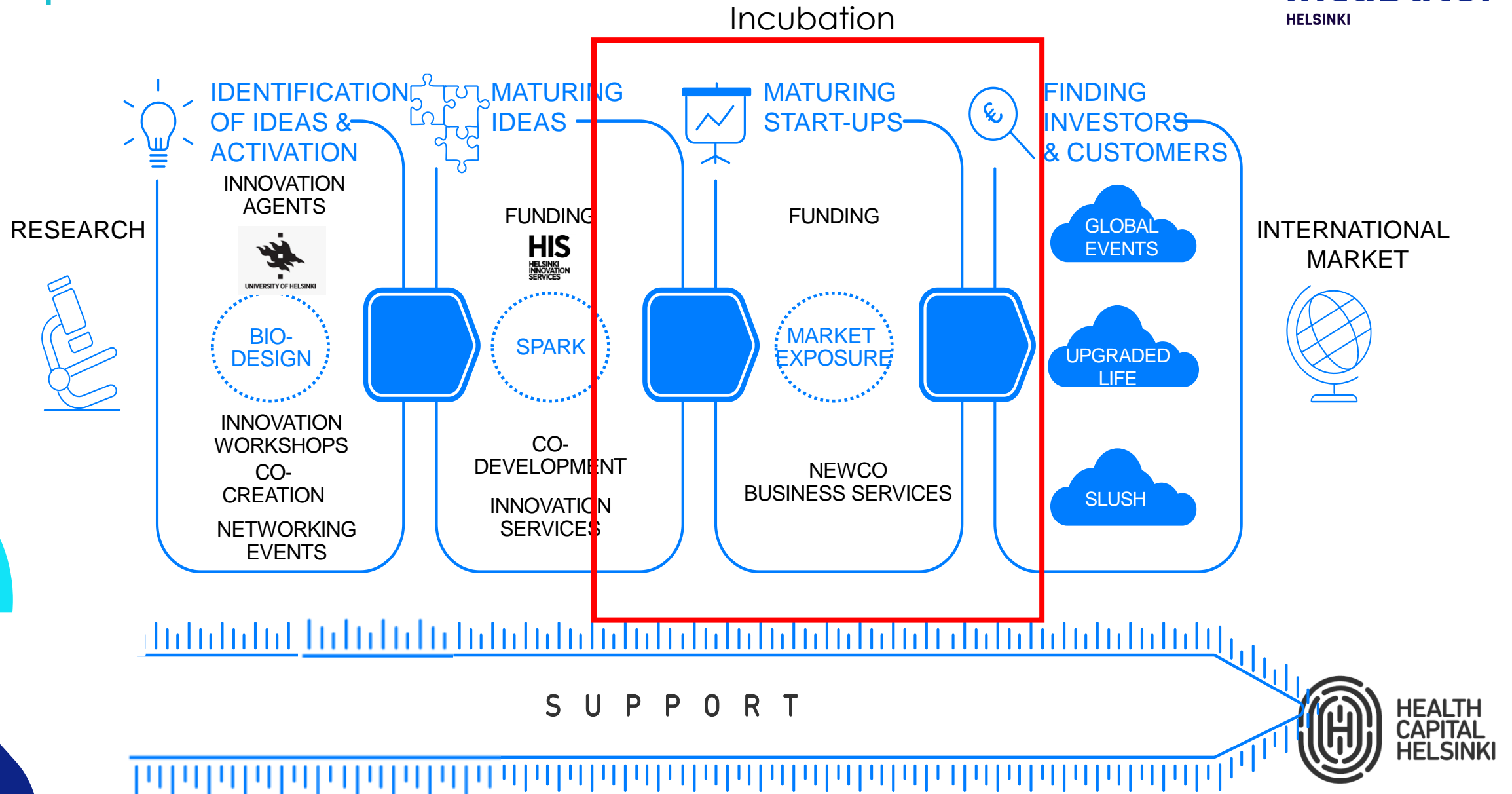
Non-profit, no equity taken, co-operation with private investors

# 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.

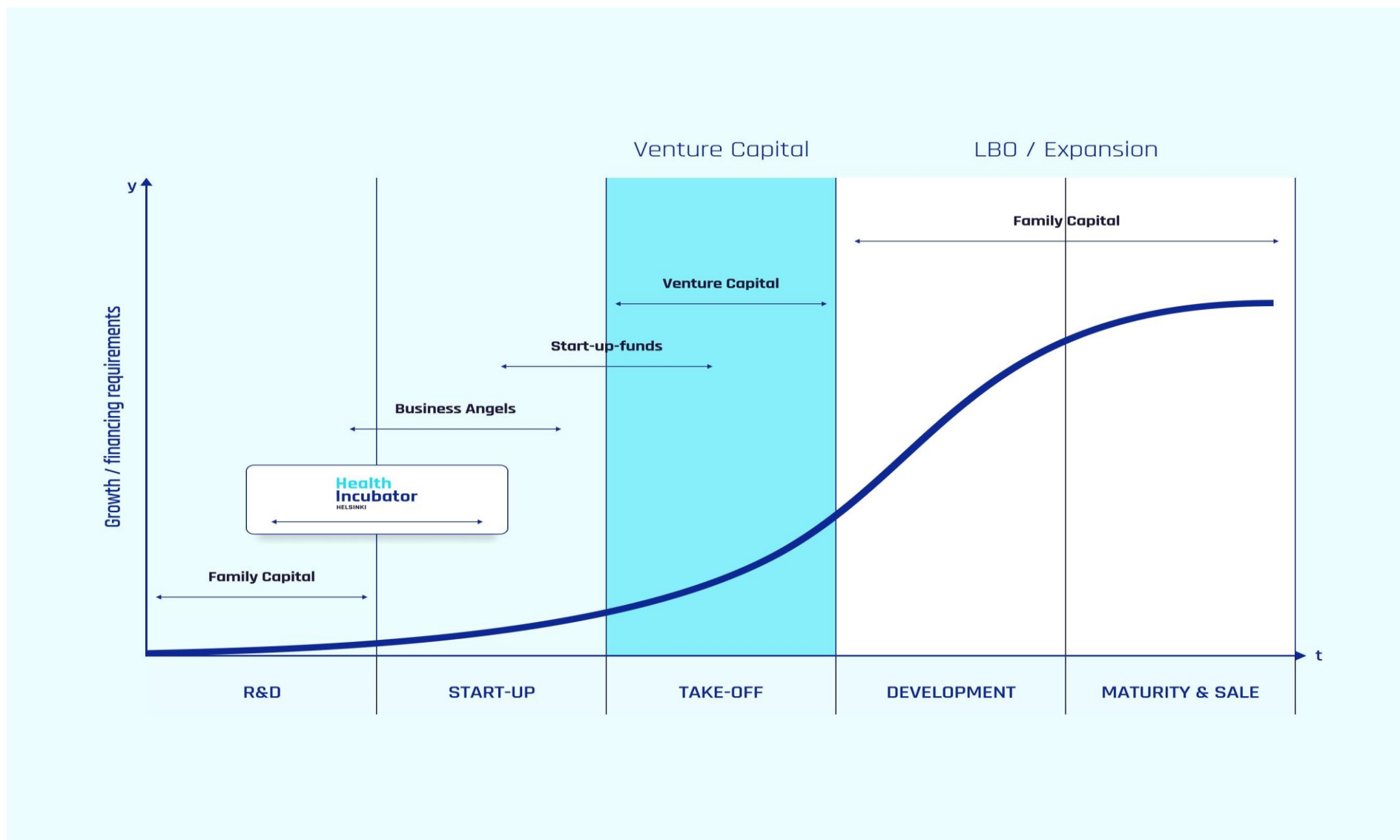
- Team of at least two founders who are strong in science, technical and business development
- Existing company preferred, or to be established within 6 months of program start
- Solves a clearly defined, preferably broad problem area within the scope
- Business idea based on an innovative technology
- 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



# What we offer

A tailored incubator program that has the following components:

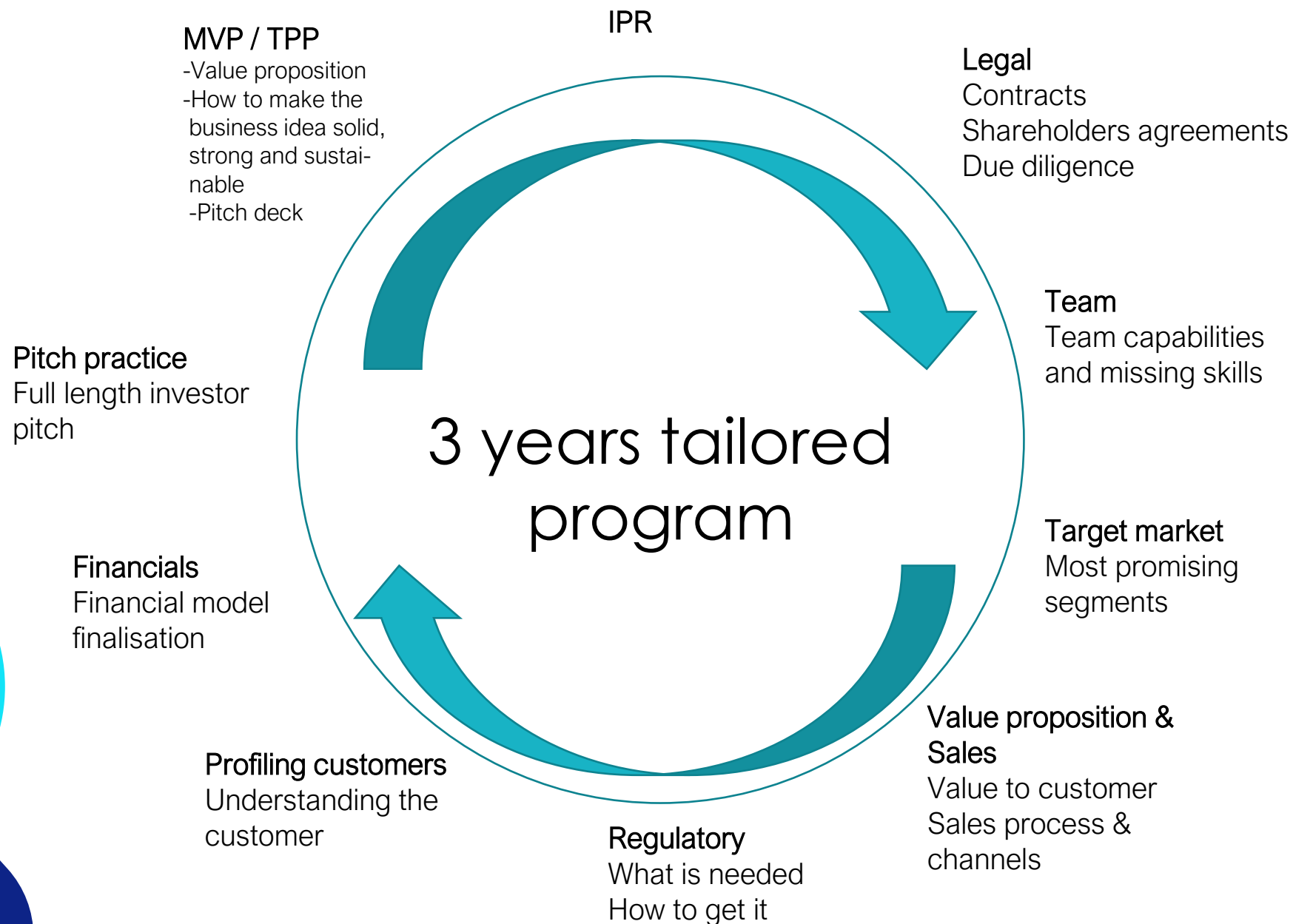
- **Connect founders** to the right **experts, investors, partners and customers**
- **Regular review meetings and update** calls to brainstorm challenges
- **Weekly webinars**
- **Advise** on **regulatory, intellectual property, fundraising** and **commercial** strategies by industry experts

# 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<br>Innovation<br>Process   | Healthcare<br>Business<br>Model   | Legal  | Fundraising<br>& Financials   | Marketing<br>Sales &<br>PR   | Team &<br>Leadership  | Product<br>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 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> |



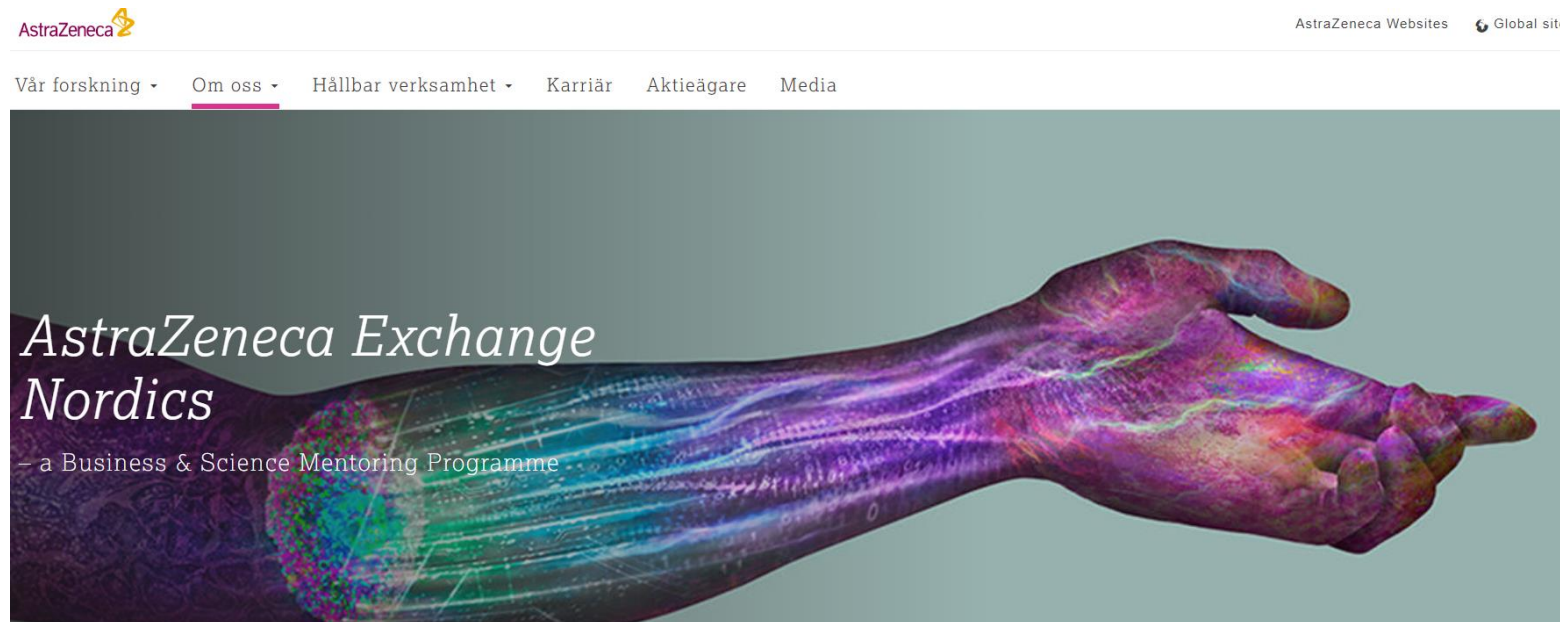
# We are part of a larger network

such as:

**Health  
Incubator**  
HELSINKI



# AstraZeneca Exchange Nordics: a Business and Science Advisory Programme

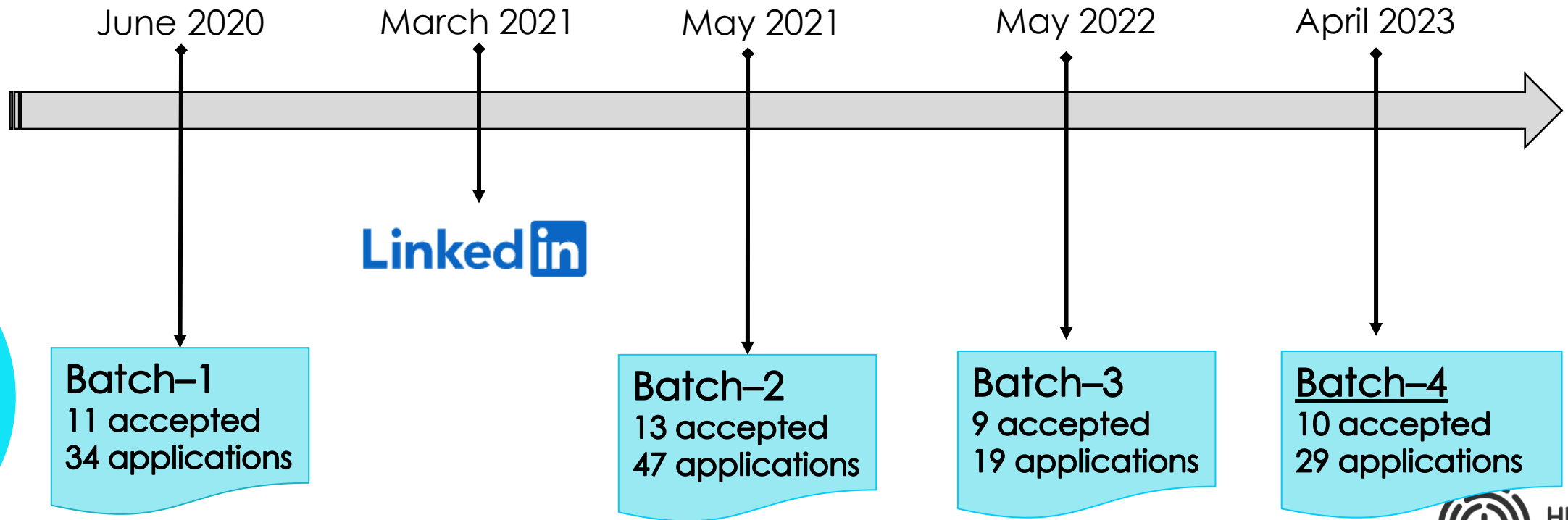


- Mentors from AstraZeneca support Nordic entrepreneurs and start-ups to speed up innovations that benefit patients
- Single advisory sessions on strategic questions in the early start-up journey to help entrepreneurial ideas grow



# 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 alumnies

| 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 !