



Deliverable 6: Network of private investors

Background material for AAL project participants

March 2014

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AAL2Business - Report titled "Network of private investors - Background material for AAL project participants"

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About Ambient Assisted Living Association:

The Ambient Assisted Living Association (AALA) is organizing the Ambient Assisted Living Joint Programme (AAL JP). The AAL JP aims at enhancing the quality of life of older people and strengthening the industrial base in Europe through the use of Information and Communication Technologies (ICT). Therefore, the AAL JP is an activity that operates in the field of services and actions to enable the active ageing among the population.

The programme is financed by the European Commission and the 22 countries that constitute the Partner States of this Joint Programme.

See more at: <http://www.aal-europe.eu/>

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- 3 Considerations before seeking funding
- 4 Choosing the right type of funding
- 5 Investor contacts and event listings
 - Accelerator Programs & Business angels
 - Venture capital
 - Events
 - Other useful sources

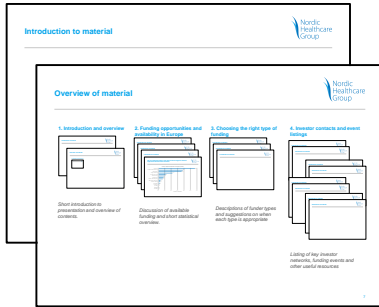
Introduction to material



- This material has been prepared to aid potential projects in choosing and seeking out the most suitable funding options
- First, different sources of equity funding are introduced. Second, different criteria are presented to help choose the best suiting source of funding for each project
- Lastly, central Venture Capital companies, local Business Angel networks and organizations, relevant events in Europe and other resources are shortlisted
 - The shortlist is not exhaustive and serves instead as a potential first place and guideline to start searching for suitable investors
 - More information and more investors can be found through online searches to complement the provided material
 - Individual business angels can be targeted efficiently through national or local business angel networks
- The material targets startups and early-stage companies
- The material concentrates on different forms of equity financing. Debt financing is left out of the scope
- All of the companies and organizations presented in the material are based in Europe

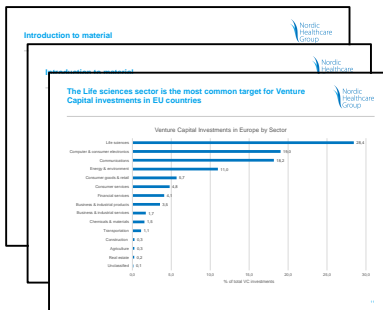
Overview of material

1. Introduction and overview



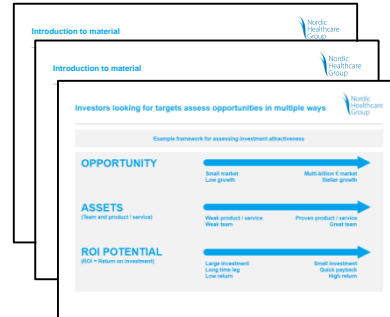
Short introduction to presentation and overview of contents.

2. Funding opportunities and availability in Europe



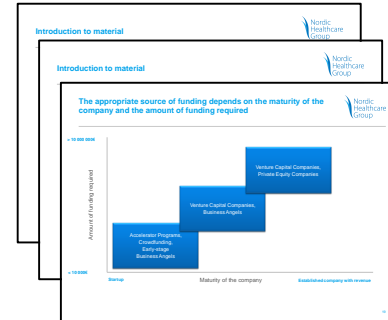
Discussion of available funding and short statistical overview.

3. Considerations before seeking funding



Descriptions of funder types and suggestions on when each type is appropriate

4. Choosing the right type of funding



Descriptions of funder types and suggestions on when each type is appropriate

5. Investor contacts and event listings

European Business Angel Networks
5 key Angel Networks shortlisted, in alphabetical order

Network	Region	Description	Website	Phone	Email
Angelnet	Europe	Angelnet is a platform connecting startups and investors with Europe-wide reach.	www.angelnet.eu	+352 20 12 12 12	info@angelnet.eu
Asian	Europe				
Investors	UK				
East	International				
European	Europe				

European Venture Capital companies in the health tech market
20 major VC companies shortlisted, in alphabetical order (€M)

Company	Country	Description	Website	Phone	Email
Advent Healthcare	UK	Advent Healthcare is a UK-based VC firm focused on investing in healthcare startups.	www.adventhealthcare.com	+44 (0)20 7000 0000	info@adventhealthcare.com
Angels	Spain	Angels is a Spanish VC firm focused on investing in healthcare startups.	www.angels.com	+34 91 123 45 67	info@angels.com
Arbutus Capital	UK	Arbutus Capital is a UK-based VC firm focused on investing in healthcare startups.	www.arbutuscapital.com	+44 (0)20 7000 0000	info@arbutuscapital.com
BB Capital	Netherlands	BB Capital is a Dutch VC firm focused on investing in healthcare startups.	www.bbcapital.com	+31 (0)20 123 45 67	info@bbcapital.com
Bluebird Capital	Germany	Bluebird Capital is a German VC firm focused on investing in healthcare startups.	www.bluebirdcapital.com	+49 (0)30 123 45 67	info@bluebirdcapital.com

Listing of key investor networks, funding events and other useful resources

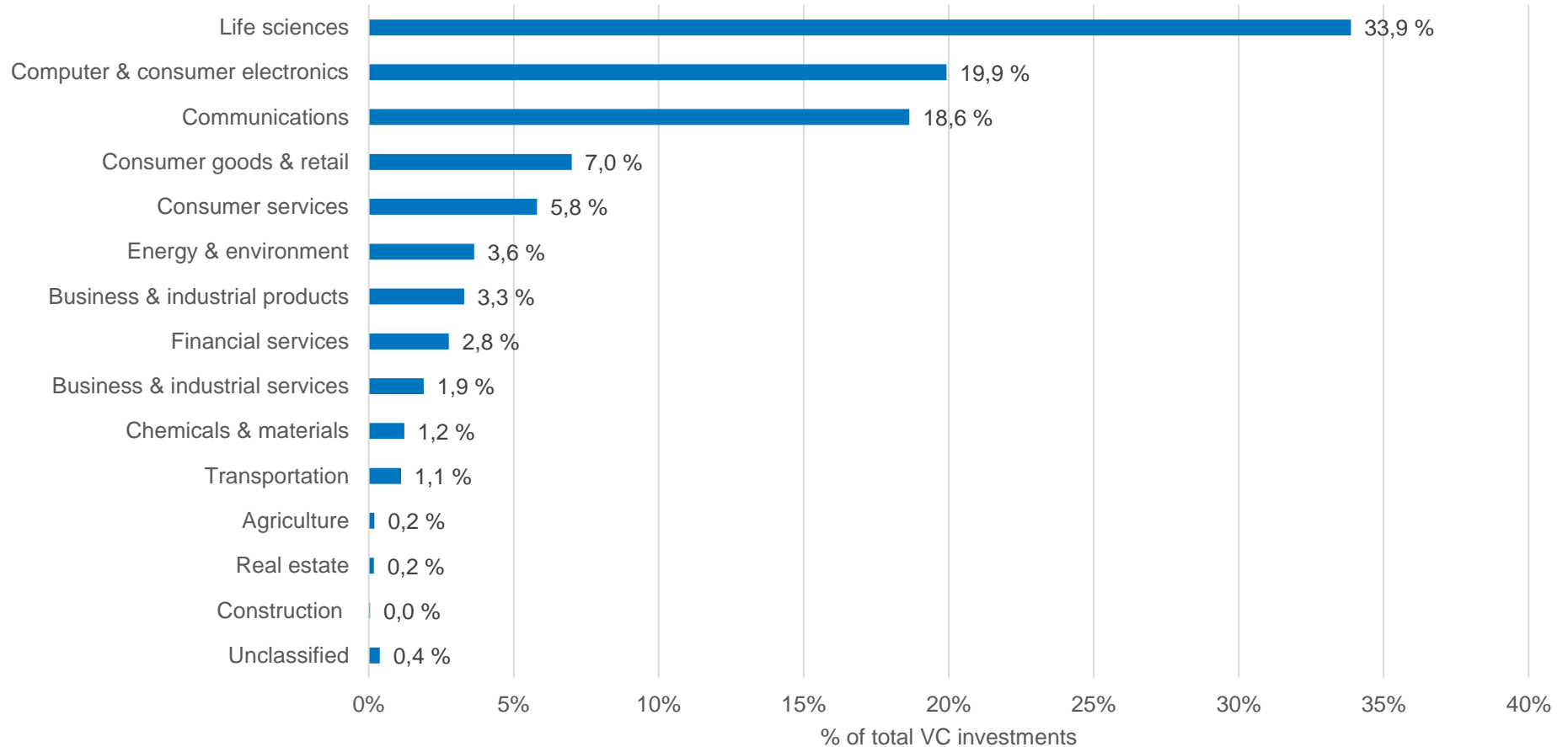
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The Life sciences sector is the most common target for Venture Capital investments in Europe



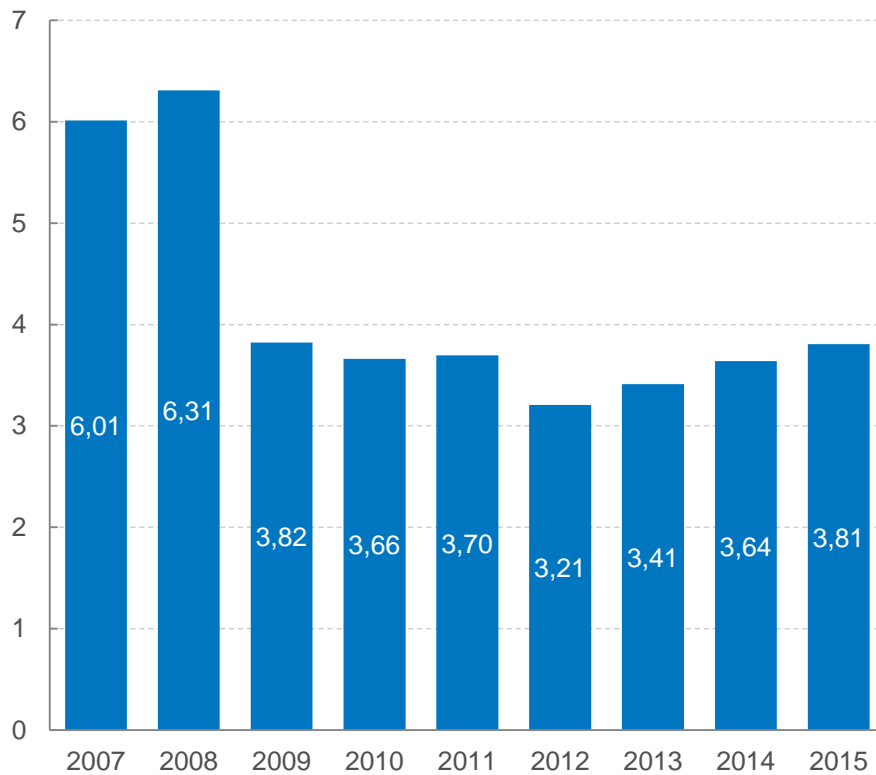
2015 Venture Capital Investments in Europe by Sector



European venture capital investments in recent years

In 2015, the total VC investments made in Europe summed up to 3,81€bn

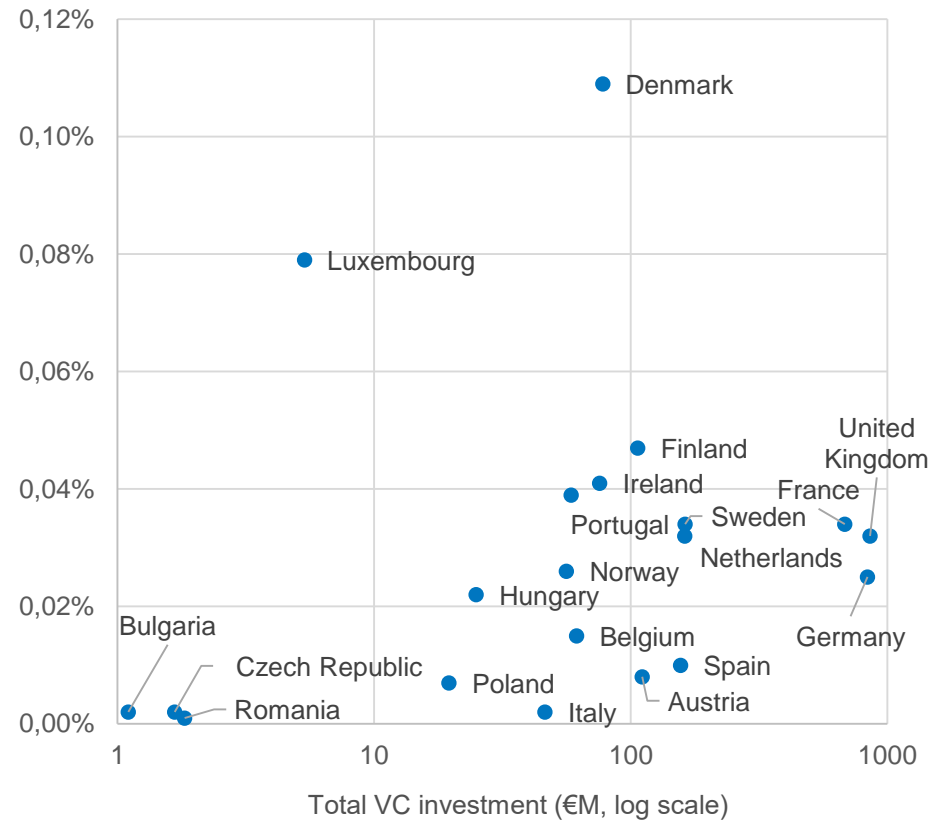
Total investment, €bn



Source: Invest Europe

There are notable differences between VC investments per GDP in European countries

VC investment as share of GDP (%)



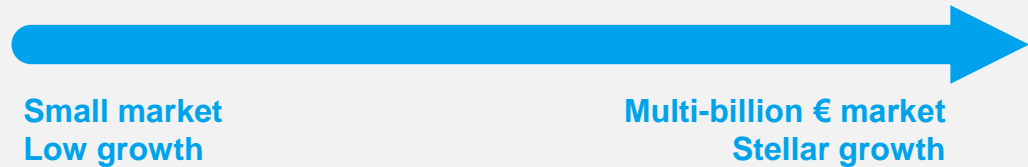
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Investors looking for targets assess opportunities in multiple ways

Example framework for assessing investment attractiveness

OPPORTUNITY



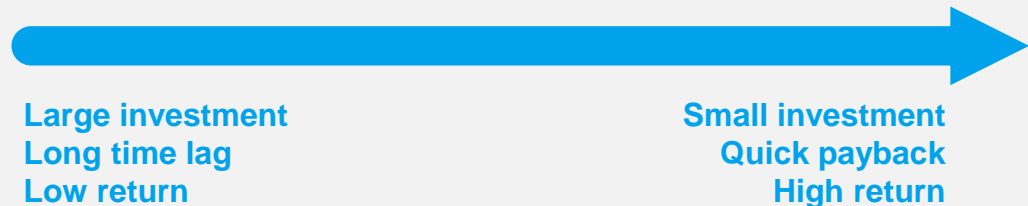
ASSETS

(Team and product / service)



ROI POTENTIAL

(ROI = Return on investment)



For a business to be investment ready, multiple angles have to be considered

Opportunity	Assets		ROI potential
	Product & service	Team	
<ul style="list-style-type: none">• Sufficient market size• Attractive growth (if size small)• Global market• Clear customer need addressed• Transformational service / product	<ul style="list-style-type: none">• Addresses customer need• Clear competitive advantage• Strength of technology• Reasonable IP protection• Research done on competing products	<ul style="list-style-type: none">• Clear project ownership• Balanced team setup• Sufficient experience (including board)• Motivated team• Personal risk / commitment	<ul style="list-style-type: none">• Suitable investment requirement• Exit opportunity identified• Sufficient ROI (return on investment)

Business coaching available through the AAL2Business support action to improve investment readiness

The final material must be well thought out and presented in an understandable way

Clear and concise
business plan

Realistic
assumptions

Sufficient facts

Compelling pitch

Access to finance
training available
through the
AAL2Business
support action to
develop
presentation and
business plan

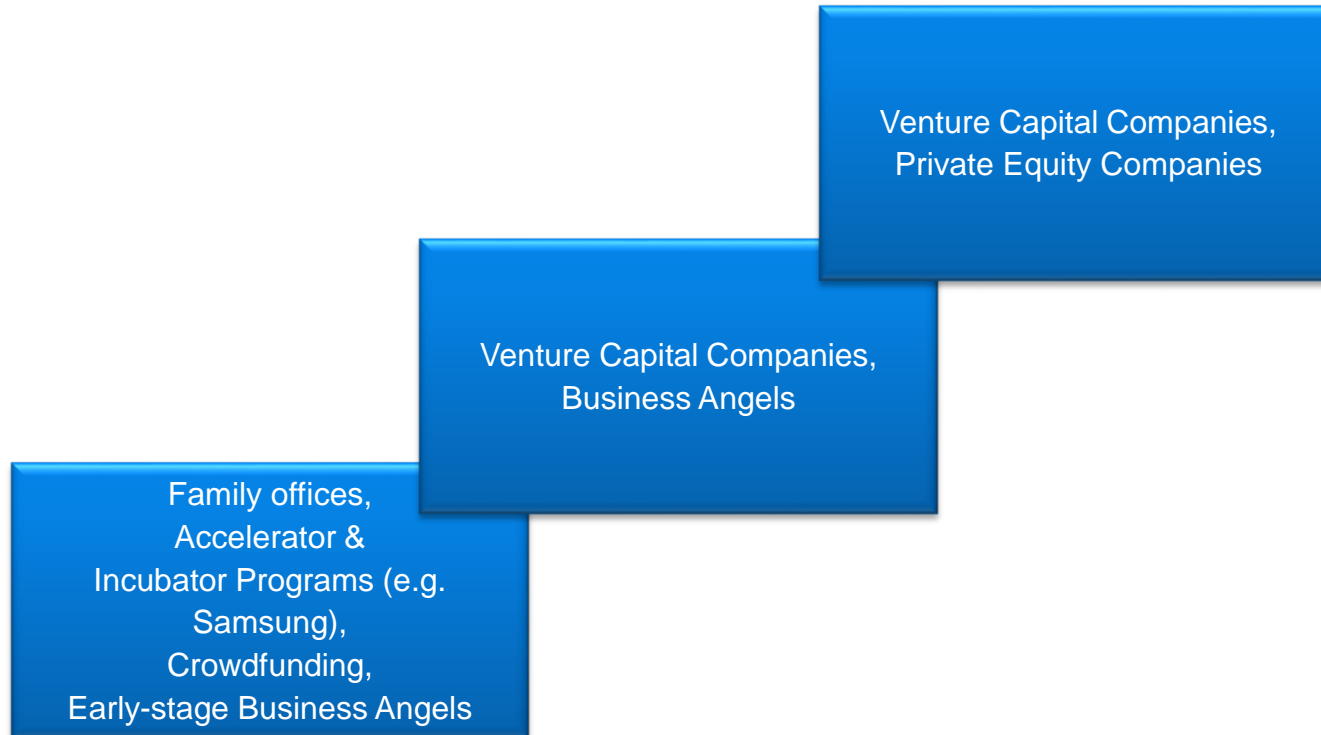
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The appropriate source of funding depends on the maturity of the company and the required amount

> 10 000 000€

Amount of funding required



< 10 000€

Startup

Maturity of the company

Established company with revenue

Accelerator & Incubator programs

Seed-level programs include mentorship and educational components



Accelerator & Incubator programs

- Fixed-term programs (usually a few months) that often include a physical working space, educational elements and seed-level funding
- A seed investment of 10 000€ - 50 000€ is usually made in exchange for equity
- The biggest contribution is usually achieved from the learning experience and the connections to potential investors

Accelerator vs. Incubator Programs

- Incubators are often publicly-funded and take no equity, whereas accelerator programs are run and funded by companies or other private entities (see e.g. Samsung Accelerator – www.samsungaccelerator.com)
- Incubators commonly serve a social purpose, investing in industries such as biotech, clean tech and health tech, whereas Accelerators are less industry-oriented

Things to take into account when considering Accelerator & Incubator programs

- Accelerator & Incubator programs often operate locally – find out more about your local Accelerator programs at <http://tech.eu/research/29/there-are-roughly-100-active-startup-accelerators-europe/>
- The programs are mainly aimed at early-level project teams and include classes and mentoring. For companies with more experienced entrepreneurs and a clear business plan, other sources of funding should be considered
- Startups and teams are accepted in the programs in batches (the accelerator isn't an on-demand resource like other forms of funding) and must “graduate” from the program in a given time limit. The programs generally end in a “Demo Day” where the product or idea is pitched to investors
- The programs are intensive and iterative in character, and full-time commitment is usually expected

Crowdfunding as a source of funding

Crowdfunding platforms offer a new alternative for the traditional forms

Crowdfunding

- A way to seek funding from the public: the goal is often to gather a large sum of small investments from individuals
- The company may promise to deliver products/services in exchange for investments if the venture is successful
- Usually arranged through online platforms such as indiegogo or RocketHub (see later slides for further references)

Crowdfunding vs. Angel Investments

- The risk is shared between a larger number of investors: hence, individual investors usually have lower requirements for return on investment
- In crowdfunding, there can be different types of investors (e.g. accredited and non-accredited) depending on the invested amount. Business Angels may act as accredited investors in some crowd funded projects
- Crowdfunding may also be donation-based, i.e. the investors are not promised anything in return

Things to take into account when considering crowdfunding

- The product/service has to be one that appeals to a large number of people to gain attention among potential buyers/investors
- The idea has to be unique to differentiate itself from the mass of projects seeking crowdfunding
- How to build up hype around the crowdfunding project – unlike with other ways of funding, a team should have a ready Business-to-Consumer marketing strategy in order to get their idea viral
- The concept has to be difficult to copy – once an idea has gone viral it might receive also unwanted attention from potential competitors. Things to consider: intellectual property rights, differentiated aspects of the product/service that are hard to imitate

Angel Investment as a source of funding

How to choose the right Business Angel



Angel Investors/Business Angels

- Angel Investors provide financial backing for small startups or entrepreneurs. They are focused on helping the business succeed, and may be less demanding towards future profits
- Business Angels often have experience from a certain business or industry, and many of them have experience as serial entrepreneurs themselves
- Business Angels usually partake in business decisions and guide the team on how to run their operations. They usually become board members or advisers of the company

Angel investment vs. Venture Capital

- Business Angels often wish to have an even more controlling part at the company than Venture Capitalists
- Business Angels operate more locally than VCs, and are typically focused solely on their home region
- Angel investments are often even smaller than VC investments. It might be easier to obtain grass-roots, pre-revenue investment from Business Angels than Venture Capital companies

Things to consider when choosing the right Business Angel

- An entrepreneur should look up the angels in their area and pick the one(s) whose previous expertise area best suits their product
- The personal relationship between the angel and the company is much more intimate than with VC or PE firms. Companies shouldn't consider a business angel they will not be able to get along with
- Like other investors, Business Angels also have their track record of previous investments, which can include failures or successes

Venture Capital as a source of funding

How to choose a suitable Venture Capital investor

Venture Capital companies

- Venture Capital is a form of raising capital, popular among new companies or ventures with limited operating history, which cannot raise funds by issuing debt. Venture capitalists usually get a say in company decisions, in addition to a portion of the equity
 - Hence, an entrepreneur has to be prepared to hand over a part of the ownership of the company to receive financing
- A Venture Capital Fund is an investment fund that manages money from investors seeking private equity stakes in startup and small- and medium-size enterprises with strong growth potential
- VC companies expect that many of their investments may fail, but that at least 1 investment will generate huge returns to recompense for the losses. In other words, VC business is high risk, high reward

Venture Capital vs. Private Equity

- As opposed to PE (who almost always buy 100% of a company), VCs only acquire a minority stake (less than 50%)
- VC investments are also generally smaller than Private Equity. PE firms invest €100 million or more, VCs often below €10 million for early-stage companies
- PE firms buy mature, public companies whereas VCs invest in early-stage, even pre-revenue firms

Things to consider when choosing a suitable VC investor to approach

- VC companies have different preferences regarding geographical location, stage of development preference, investment level parameters, industry focus and whether the firm prefers to lead investment
 - An entrepreneur should do their research regarding the VC companies in their area and choose the one whose preferences best fit their company profile
- In addition to the monetary stake, the terms & conditions that different VC companies offer can vary significantly. One should always familiarize themselves with the agreement thoroughly

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European Accelerator & Incubator Programs

5 key Accelerator & Incubator Programs operating in Europe



Network	Region	Description	Website	Email
Seedcamp	Europe	Launched in 2007, Seedcamp is one of the most connected seed investors in the world	http://www.seedcamp.com/	info@seedcamp.com
Techstars	Global	Techstars is one of world's leading accelerators. Formerly known as Sprinboard, their Europe offices are located in London	http://www.techstars.com/program/locations/london/	
Founder Institute	Global	The Founder Institute is the world's largest entrepreneur training and startup launch program	http://fi.co/	
Startupbootcamp	Europe	One of Europe's biggest, three-month accelerator program with eight offices	http://www.startupbootcamp.org/	sbcglobal@startupbootcamp.org
Garage 48	Europe	The idea of Garage 48 is to turn an idea into a working service or prototype within just 48 hours	http://garage48.org/	info@garage48.org

It should be kept in mind that Accelerator programs and Business Angels operate more locally than Venture Capital companies, and thus each team/entrepreneur interested in Angel Investors or Accelerator programs should look up their local Angels from Angellist/Eban or the respective portals in their home country

A more comprehensive list of best start-up accelerator programs in Europe¹ can be found in:
<http://www.alphagamma.eu/entrepreneurship/best-startup-accelerator-programs-in-europe/>

¹List created by StartupFactories and revised and updated by AlphaGamma (leading online portal for information about entrepreneurship and finance)

European Business Angel Networks

5 key Angel Networks shortlisted, in alphabetical order



Network	Region	Description	Website	Phone	Email
AngelList	Europe	AngelList is a platform connecting startups and investors with country-specific sites	https://angel.co/		team@angel.co
Eban	Europe	The European Trade Association for Business Angels, Seed Funds and other Early Stage Market Players	http://www.eban.org/	(+32) 2 626 20 62	info@eban.org
Investors	UK	A network of 400+ business angels looking to invest between £20k to £2m in early stage companies	http://www.envestors.co.uk/	+44 (0)20 7240 0202	lea.bescond@investors.co.uk
Gust	International	Gust is a global platform for the sourcing and management of early-stage investments	http://gust.com/		info@gust.com
StartAngels Network	Switzerland	The StartAngels Network is a platform for business angel investors Our mission is to offer our members access to attractive investment opportunities in early-stage Swiss companies.	http://en.startangels.ch/		info@startangels.ch

It should be kept in mind that Accelerator programs and Business Angels operate more locally than Venture Capital companies, and thus each team/entrepreneur interested in Angel Investors or Accelerator programs should look up their local Angels from AngelList/Eban or the respective portals in their home country

Local Business Angel Networks



More information concerning business angel events close to you at <http://www.eban.org/events/category/events/>

Country	Business Angel Network	Website
Austria	ABAN	http://www.awsg.at
Belgium	BeBan	http://www.beangels.eu
Cyprus	CYBAN	http://www.cyban.com.cy
Denmark	Danish Business Angels	http://www.bacopenhagen.dk/
Estonia	EstBAN	http://www.estban.ee
Finland	FiBAN	http://www.fiban.org
France	France Angels	http://www.franceangels.org
Germany	BAND	http://www.business-angels.de
Greece	Hellenic Angels	http://www.hellenicangels.gr
Hungary	Day One Capital	http://www.dayonecapital.com
Ireland	HBAN	http://www.hban.org
Italy	IBAN	http://www.iban.it
Luxembourg	LBAN	http://www.lban.lu
Netherlands, The	BANN	http://www.bannederland.nl
Norway	NORBAN	http://www.norban.no
Poland	Lewiatan Business Angels	http://www.lba.pl
Portugal	APBA	http://www.apba.pt
Romania	Business Angels Romania	http://businessangelsromania.ro/en/
Russia	Rus Angels	http://www.rusangels.ru
Scotland	LINC	http://www.lincscot.co.uk/
Serbia	SBAN	http://www.sban.eu
Slovakia	SBAN	http://www.sban.sk
Spain	AEBAN	http://www.aeban.es
Sweden	SVCA	http://www.svca.se
Switzerland	Business Angels Switzerland	http://www.businessangels.ch/
Turkey	TBAA	https://melekyatirimcildardernegi.org/
UK, The	UK Business Angels Association	http://www.ukbusinessangelsassociation.org.uk/

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European Venture Capital companies in the health tech market

25 major VC companies shortlisted, in alphabetical order (1/4)



Company	Country	Description	Website	Phone	Email
Abingworth	UK	“For almost 30 years, Abingworth has been working alongside entrepreneurs to develop their ideas into products that have a dramatic impact on health.”	http://www.abingworth.com/	+ 44 (0)20 7534 1500	
Advent Life Sciences	UK	“Advent Venture Partners is one of Europe's most successful growth and venture capital investors in market-leading tech and life sciences businesses.”	http://www.adventlife.com	+44 (0)20 7932 2100	contact@adventLS.com
Aescap Venture	The Netherlands	“Aescap invests in companies using technologies that are sufficiently mature to yield realistic product opportunities in combination with the ability to generate non dilutive financing from licensing deals.”	http://www.aescap.com/	+ 31 20 570 29 40	pkrol@aescap.com
Ariadne Capital	UK	“Early-stage investor with a focus on enabling technologies and tools which are transforming established businesses and creating the digital ecosystem of health and lifestyle.”	http://www.ariadnecapital.com/	Tel: +44 (0)20 3021 1641	
BB Biotech Ventures	Switzerland	“BB BIOTECH VENTURES is a healthcare-dedicated venture capital firm. We manage funds (limited partnerships) that invest in private companies developing and marketing drugs and medical devices or providing healthcare services.”	http://www.bbbiotechventures.com/	+41 44 267 67 00	info@bellevue.ch
Business Growth Fund	UK	“A British fund with a broad portfolio ranging from healthcare to construction and business services”	www.businessgrowthfund.co.uk		https://www.businessgrowthfund.co.uk/contact/
Earlybird Venture Capital	Germany	“Earlybird invests €200k to €15m in technology companies that have the potential to impact large markets.”	http://www.earlybird.com/	+493046724700	healthtech@earlybird.com

European Venture Capital companies in the health tech market

25 major VC companies shortlisted, in alphabetical order (2/4)



Company	Country	Description	Website	Phone	Email
Endeavour Vision	Switzerland	“A venture and growth capital firm providing expertise and funding to entrepreneurs and companies with global ambitions in life sciences and information technologies.”	http://www.endeavourvision.com/	+41 22 544 6000	info@endeavourvision.com
Forbion Capital Partners	The Netherlands	“Forbion invests in life science and biomedical technology companies that are developing world-class drugs and technologies. They focus in late stage preclinical and early stage clinical product development programs.”	http://www.forbion.com/	+31 (0) 35 699 30 00	info@forbion.com
Fountain Healthcare Partners	UK	“We aim to build a portfolio of 10 to 15 life science companies, allocating between €0.5M to €7M per company over the life of the investment.”	http://www.fh-partners.com/	+353 1 5225100	info@fh-partners.com
Glide Healthcare Partners	The Netherlands	“Gilde Healthcare is a transatlantic investor in fast growing healthcare technology and healthcare services companies. Target companies are active in Primary Care, Medical Clinics, Elderly Care, Mental Care, Service Providers, Suppliers and Outsourcing.”	http://gildehealthcare.com/	+31 30 219 25 65	healthcare@gildehealthcare.com
Gimv	Belgium	“Invests in life science, medtech, health and care services companies operating in European market. Offices are in Antwerpen, Paris, Munich and Hague.”	http://www.gimv.com/	+32 3 290 21 00	info@gimv.com
Healthcap	Sweden	“HealthCap is a family of multi stage venture capital funds, investing globally in life sciences. About 1/3 companies of invested companies are startups.”	http://www.healthcap.se/	+46 8 442 58 50	Marten.steen@healthcap.eu

European Venture Capital companies in the health tech market

25 major VC companies shortlisted, in alphabetical order (3/4)



Company	Country	Description	Website	Phone	Email
Index Ventures	UK/ Switzerland	“Index Ventures has been dedicated to building world-class information technology and life sciences companies. As one of the early venture firms in Europe, we are committed to the development of the venture capital industry across the continent and UK.”	http://www.indexventures.com/	(+44) 20 7154 2020	
Life Science Partners	The Netherlands	“LSP is one of Europe’s largest and most experienced healthcare investment firms. With a track record going back more than 25 years, we have built up an investment house that is dedicated to only one task: seeking, nurturing and growing healthcare investment opportunities with the potential to have a positive impact on society.”	http://www.lspvc.com/	+31 (0) 20 664 55 00	lspamsterdam@lspvc.com lspmunch@lspvc.com
Lifeline Ventures	Finland	“Team of serial entrepreneurs and investors focused in health, web and games.”	http://lifelineventures.com/		timo@lifelineventures.com
Lundbeckfond Ventures	Denmark	“Lundbeckfond Ventures invests in medtech companies as they are approaching commercialization. “	http://www.lundbeckfond.com/	+45 39 12 80 00	mail@lundbeckfond.com
MVM	UK	MVM manages three funds totaling \$500 million. “MVM invests in both early stage and late stage companies, platforms and products, discovery and development, devices and drugs. MVM has invested in biopharmaceuticals, diagnostics, drug delivery, gene therapy, healthcare IT, healthcare services, medical devices, OTC medicines, research tools and vaccines. “	http://www.mvm.com/	+44 (0)20 7557 7500	hh@mvm.com
Stage Capital	UK	“Our Venture portfolio covers a range of outstanding medical technology companies.”	http://www.stagecap.com/	+44 20 7661 5656	

European Venture Capital companies in the health tech market

25 major VC companies shortlisted, in alphabetical order (4/4)



Company	Country	Description / Investment Focus	Website	Phone	Email
Scottish Equity Partners	UK	"We invest in innovative high growth companies with world class potential across the technology, healthcare and energy sectors."	http://www.sep.co.uk/	+44 (0)20 7758 5900	enquiries@sep.co.uk
Seroba Kernel	UK	"Seroba Kernel is a European life sciences venture capital firm, focused on investing in breakthrough venture capital healthcare technologies that promise to improve lives and make a difference worldwide."	http://seroba-kernel.com/	+353 (0)1 633 4028	
Sofinnova	France	"We invest in start-ups, early-stage companies, corporate spin-offs and occasionally turnaround situations. We invest in Life Sciences (Biopharmaceuticals / Biotech, Medical Devices, Industrial Biotechnology)."	http://www.sofinno.va.fr/	+33 (0)1 5305-4100	info@sofinnova.fr
Sunstone Ventures	Denmark	"Our point of entry differs depending on the type of Life Science opportunity. In the areas of medical technology and diagnostics, we tend to invest in companies just before the pivotal clinical trials required to support the intended use and marketing claims."	http://www.sunstone.eu/	+45 2012 6000	reception@sunstonecapital.com
TVM Capital Life Science	Germany	"a group of independent investment advisories and fund managers for Venture Capital funds, investing into innovative biotech, pharmaceutical, and medtech companies in Europe, Canada the USA and Asia, with teams based in Munich and Montreal."	http://www.tvm-lifescience.com/	+49 (89) 998 992-0	
Wellington Partners	Germany	"Wellington Partners' investment strategy spans all stages of company development. From early stage to expansion stage to maturity, we fund companies based on their sector, technology, anticipated development timelines, and growth rates."	http://www.wellington-partners.com/	+49 (0) 89 / 21 99 41 0	munich@wellington-partners.com / zurich@wellington-partners.com

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Health Tech investor & networking events in Europe

Major events for healthcare startups for the next 12 months, 2017



January	February	March	April
<p>Health 2.0 Brussels goes mHealth 12th, Brussels</p> <p>H2020 Health European brokerage event 19th, Zagreb</p> <p>Digital Health Summit & Exhibition 31st, London</p>	<p>EIT Health Matchmaking Event 1st – 3rd, Uppsala</p> <p>Innovations in Textiles for Health Care 7th – 8th, Ghent</p> <p>Digital Health & Wellness summit @ Mobile World Congress 27nd – March 2nd, Barcelona</p>	<p>Swiss eHealth Forum 9th – 10th, Bern</p> <p>Wired Health 9th, London</p> <p>Techtour Healthtech Invest Europe 15th – 16th, Helsinki</p>	<p>Medtec Europe 4th – 6th, Stuttgart</p> <p>Med-e-Tel 5th – 7th, Luxembourg</p> <p>MedTech Investing Europe Conference 5th – 6th, Lausanne</p> <p>International Conference on ICT for Ageing Well and e-Health 28th – 29th, Porto</p>
May	June	September-October	November
<p>Health 2.0 Europe 3rd – 5th, Barcelona</p> <p>17th International Conference on integrated Care 8th – 10th, Dublin</p> <p>BioTrinity 8th – 10th, London</p> <p>eHealth week 10th – 12th, Malta</p> <p>Paris Healthcare Week 16th – 18th, Paris</p>	<p>Doctors 2.0 & You 1st – 2nd, Paris</p> <p>E-Health day 8th – 9th, Sierre (Switzerland)</p> <p>EAI International Conference on Ambient Assisted Living Technologies 27th – 29th, Budapest</p>	<p>NHS Health and Care Innovation Expo 11th – 12th, Manchester</p> <p>Biohacker summit 19th – 20th, Helsinki</p> <p>Medtech & Pharma Platform 26th – 27th, Basel</p>	<p>Medica TradeFair 14th – 17th, Düsseldorf</p> <p>HIMSS Europe World of Health Conference & Exhibition 21st – 22nd Barcelona</p>

Major general investor & networking events in Europe

Major events for healthcare startups for the next 12 months, 2017



April-May	June	September-November
<p>Startup Camp Berlin 7th – 8th, Berlin</p> <p>Arctic 15 3rd – 5th, Helsinki</p> <p>TNW Conference Europe 18th – 19th, Amsterdam</p>	<p>Pioneers Festival 1st – 2nd, Vienna</p> <p>Startup Village 6th – 7th, Moscow</p> <p>Digital K 8th – 9th, Sofia</p> <p>Heureka Conference 20th, Berlin</p>	<p>Pirate Summit 6th – 7th, Cologne</p> <p>Web Summit 6th – 9th, Lisbon</p> <p>Slush 30th – December 1st, Helsinki</p>

Some of the larger investor events have been known to organize side events (or pre-events) focusing on health and social care, information about which were not yet available in Dec 2016. For instance, Slush 2016 (Helsinki) organized a side event focusing on health & wellbeing. Information about similar side events may become available at a later stage.

Event descriptions: Health Tech events, 2017



More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
Jan 12th	Health 2.0 Brussels goes mHealth http://lifetechbrussels.com/event/health-2-0-brussels-call-demos/	“Health 2.0 Brussels is the Brussels chapter of the international Health 2.0 movement. Entrepreneurs, investors, health professionals, insurance companies, developers, students and patients”
Jan 19th	H2020 Health European brokerage event https://www.b2match.eu/behealthzagreb	“Get information on the new Horizon 2020. Get the chance to present your innovative project to the participants. Meet potential partners from Europe and beyond and start building your consortium.”
Jan 31st	Digital Health Summit & Exhibition http://www.salford.ac.uk/onecpd/courses/digital-health-summit-and-exhibition-london	“Connect with over 200 high quality delegates, problem solve shared challenges with other professionals and learn from the experiences of others. Attend a variety of topical seminars, engaging interactive activities, and keynote panel discussions with experts in health technology.”
Feb 1st	EIT Health Matchmaking Event http://www.uu.se/eithealth/Activity/innovation-projects/eit-health-matchmaking-event	“By facilitating transdisciplinary discussions, as well as numerous openings for one2one meetings and group sessions, the aim is to kickstart cross-border collaborations within health and innovation, thereby reaching the main goal: to give the participants a head start on current and upcoming EIT Health-calls.”
Feb 7th	Innovations in Textiles for Health Care http://www.centexbel.be/nl/agenda/innovations-in-textiles-for-health-care	“Following the success of the 1st edition of the health care congress, Centexbel organises together with Fedustria, POM West-Vlaanderen and Enterprise Europe Network the second edition of the European congress on INNOVATIONS IN TEXTILES FOR HEALTHCARE covering one and a half days, including lectures, scientific posters, sponsor exhibition stands and B2B meetings.”

Event descriptions: Health Tech events, 2017

More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
Feb 27th – Mar 2nd	Digital Health & Wellness summit @ Mobile World Congress http://www.mobileworldcongress.com/	“The objective of DHWS17 is to showcase the best innovators bringing digital technologies to improve healthcare delivery around the world. It creates opportunities for these innovators to meet end-users (clinicians and patients) and understand their needs and challenges. The DHWS17 provides the matchmaking between solutions suppliers, policy-makers, hospitals, insurers.”
Mar 9th – 10th	Swiss eHealth Forum http://www.infosocietydays.ch/eHealth	“The presentations will show what is possible today and tomorrow in healthcare, give practical examples and allow an outlook on the prospects for the future.” - 2016 description
Mar 9th	Wired Health http://www.wired.co.uk/event/wired-health-2017	“Join more than 500 healthcare, pharmaceutical and technology influencers and leaders at the fourth annual WIRED Health event in London and learn from those changing the status quo. This one-day networking conference provides the definitive outlook on where the future of health is headed and challenges professionals to be a part of the transformation.”
Mar 15th	Techtour Healthtech Invest Europe http://techtour.com/events/view.aspx?events_pages_id=7792	“Bringing together leading investors from Europe and some of the most promising Health Tech entrepreneurs of Europe and Finland. The event will concentrate on the following subsectors: Medical Devices & Diagnostics, Digital Health, Connected Health & Sensors, Wearables and Well-Being Technology”
Apr 4th	Medtec Europe http://www.medteceurope.com/	“Medtec Europe 2017 feature a lot of new content. With the success of the event of 2016, we have added even more exciting topics and presentations for you. Some of the new features are: Innovation Lab, Clinical meets Industry, Innovation Tours, Exhibitor Hub, Breakfast Meetings, Awards Ceremony”
Apr 5th	Med-e-Tel http://www.medetel.eu/index.php	“The ISfTeH exists to facilitate the international dissemination of knowledge and experience in Telemedicine and eHealth, to provide access to recognized experts in the field worldwide, and to offer unprecedented networking opportunities. Med-e-Tel is one of the instruments that help the ISfTeH to realize this mission.”

Event descriptions: Health Tech events, 2017

More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
Apr 5th – 6th	MedTech Investing Europe Conference http://www.medtechinvesting.com/	<p>“Our programme will include a mix of leading investors and healthcare industry specialists with a range of topical debates, from a look at how healthcare economics plays out in the real world to a 360 look at exits. Financiers will be attending from 4 continents and represent some of the most active and innovative investors in the sector.”</p>
Apr 28th – 29th	International Conference on ICT for Ageing Well and e-Health http://www.ict4ageingwell.org/	<p>“The International Conference on Information and Communication Technologies for Ageing Well and e-Health aims to be a meeting point for those that study and apply information and communication technologies for improving the quality of life of the elderly and for helping people stay healthy, independent and active at work or in their community along their whole life.”</p>
May 3rd – 5th	Health 2.0 Europe http://www.health2con.com/events/conferences/health-2-0-europe-2016/	<p>“This year we’re thinking BIG and co-locating with Healthio, a new consumer trade show proposing a fresh and interactive approach for health professionals, patients and other stakeholders to experience the latest innovations in health care. The ‘Arena’ activities will include product demonstrations, workshops, presentations, debates, knowledge acceleration areas and other activities to create a genuinely interactive experience.”</p>
May 8th – 10th	17th International Conference on integrated Care http://integratedcarefoundation.org/events/icic16-16th-international-conference-on-integrated-care	<p>“The conference will bring together researchers, clinicians and managers from around the world who are engaged in the design and delivery of integrated health and social care. They will share experience and the latest evidence mobilising key enablers like policy making and Mobile and Digital Health Solutions, and investment in an Integrated Care Workforce, clinical leadership and coproduction with individuals, careers, communities and populations.</p>
May 8th – 10th	BioTrinity http://biotrinity.com/	<p>“BioTrinity is one of Europe's leading biopartnering and investment conferences, and the largest of its type in the UK. Now in its 11th year, the aim of BioTrinity is simple - create an ideal networking and partnering platform for life science companies across the world to meet all under one roof and catalyse business in the industry, to ultimately help shape our healthcare future.”</p>

Event descriptions: Health Tech events, 2017

More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
May 10th – 12th	eHealth week 2017 http://www.ehealthweek.org/ehome/index.php?eventid=128630&	“eHealth Week 2017 will gather stakeholders from across the globe to address international hot topics related to healthcare IT, including “Cross-border exchange of personal health data: from policy to practice” and “European Reference Networks: how digital health helps”.”
May 16th – 18th	Paris Healthcare Week http://parishealthcareweek.com/en/	“The French-speaking countries leading event dedicated to technologies, equipment and solutions to manage healthcare facilities.”
Jun 1st – 2nd	Doctors 2.0 & You http://www.doctors20.com/	"Doctors 2.0. & YOU has the ambition to share the latest innovations and to connect all e-health stakeholders in order to design the health of the future and enhance our quality of life.”
Jun Jun 8th – 9th	e-Health Day http://www.swissdigitalhealth.com/e-health-day/	“The event, drawing above all on the discovery and sharing of real-life case studies, will give all those attending a chance to gain a relatively exhaustive overview of the issues and challenges in the field. This day is also intended to be an exchange and networking opportunity. The fifth edition will focus on two main hot-button themes : virtual and augmented reality in health.”
Jun 27th - 29th	EAI International Conference on Ambient Assisted Living Technologies based on Internet of Things http://aal-iot.org/2016/show/home	“The Ambient Assisted Living domain offers the perfect setup for IoT-based measuring and monitoring technologies since it touches on the very important social issue of the ageing population while offering the ability to really test telecare services for home-based setups. Multiple technology domains have spawned from the AAL domain but fields such as Smart Home building and extending, have been on the rise.”
Sep 11th – 12th	NHS Health and Care Innovation Expo https://www.england.nhs.uk/expo/support/	“Health and Care Innovation Expo is a highly significant annual event in the health and care calendar. It is a unique celebration of innovation, enterprise and collaboration, uniting NHS and care leaders, commissioners, clinicians, voluntary sector partners, innovators, private-sector media and many more.”

Event descriptions: Health Tech events, 2017



More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
Oct 19th – 20th	Biohacker summit http://biohackersummit.com/	“Discover the latest biohacks for optimal brain function, mitochondrial function and gut function. Improve your cognitive capabilities, mood and physical endurance. This unique biohacking conference & exhibition will teach you everything you need to know about taking your health and wellbeing to the next octave.”
Oct 26th – 27th	Medtech & Pharma Platform http://www.medtech-pharma.com/	“Showcase your company or organization to industry and regulatory professionals as Exhibitor or act as a Supporting Partner and benefit from additional presentation and networking opportunities. All exhibitors benefit from presenting their company during the flash presentation.”
Nov 14th – 17th	Medica TradeFair http://www.medica-tradefair.com/	“Once again, the world’s biggest medical trade fair MEDICA and the leading international supplier trade fair COMPAMED, which take place in Düsseldorf, have provided a powerful stimulus for the international medical technology industry.”
Nov 21st – 22nd	HIMSS Europe World of Health Conference & Exhibition http://www.worldofhealthit.org/ehome/index.php?eventid=217976&	“WoHIT will once again be addressing current and challenging topics which are relevant for the whole European healthcare community. Through a number of educational sessions with the most experienced speakers to learn from, and with the addition of the renowned European Telemedicine Conference (ETC), WoHIT 2017 will be a unique event you don’t want to miss!”

Event descriptions: General events, 2017

More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
Apr 7th – 8th	Startup Camp Berlin https://scb17.de/	”Bringing together founders, entrepreneurs, investors, and students from all around the world, the Startup Camp serves as the largest early stage startup event in Berlin. Over Friday and Saturday there will be a Conference, Pitch Marathon, Expo, and Office Hours all crafted to give you the best contacts and learning experience possible.”
May 3rd – 5th	Arctic15 http://www.arctic15.com/	“Our team will provide the tools, knowledge and the push needed to get that ROI. To do that, we will have the right people in the room, be the perfect size, and optimize networking to the absolute maximum: The Deal Room, Pre-Event Matchmaking, Ad-Hoc Meetings, Networking Areas, Side Events, Workshops and more.”
May 18th – 19th	TNW Conference Europe http://thenextweb.com/conference/	” In May 2017, 15,000 entrepreneurs, developers, marketing managers, CEOs and policymakers will visit Europe's leading tech festival. They're all looking to stay on top of the latest trends, meet their next client or partner, and connect with other people interested in the future of technology, innovation, marketing and imagination.
Jun 1st – 2nd	Pioneers Festival https://pioneers.io/festival2017/	“Pioneers Festival unites the most promising tech startups with the world’s top investors and executives at the Hofburg Imperial Palace in Vienna. This two-day event is fueled by business meetings, inspiring innovations, founder stories, industry insights, successful collaboration cases and an amazing tech show.”
Jun 6th – 7th	Startup Village https://startupvillage.ru/	“Startup Village — is a platform where promising startups meet investors, successful entrepreneurs, large corporations and government officials and each other!”
Jun 8th – 9th	Digital K http://digitalk.bg/	“The Digitalk conference has become one of the most influential digital technology events in Southeast Europe. Conference lineup consists of global business leaders, founders, investors and digital marketing professionals. More than 2000 people attend the event every year, representing the most active entrepreneurs, startups and digital professionals from the region.”

Event descriptions: General events, 2017

More information concerning Business Angel events close to you at <http://www.eban.org/events/category/events/>

Date	Event	Description
Jun 20th	Heureka Conference http://heureka-conference.com/	<p>“HEUREKA Conference is one of the main founders conferences in the German-speaking world. Across the past five years and the previous editions, the event has attracted more than 3.500 attendees. HEUREKA Conference is organized by the online magazine Gründerszene and has set itself the task of supporting young companies in their development.”</p>
Sep 6th – 7rd	PirateSummit http://www.piratesummit.com/	<p>“Pirate Summit brings together the movers and shakers of the digital world. We’re Europe’s largest invitation-only conference for early-stage startups, investors and corporate executives. The Pirate Summit represents true grassroots entrepreneurship: authentic, crazy & real. 1.000 attendees, 650 founders, 200 investors, 80 pitches, 70+ countries and 60 speakers”</p>
Nov 6th – 9th	Web Summit http://websummit.net/	<p>"This year 53,056 tech CEOs, founders, startups, investors and political leaders driving change across the world came together in Lisbon for Web Summit. Over 2,000 of the world’s leading media attended. Together, they discussed the answers to the questions posed by the tech revolution we’re living through.”</p>
Nov 30th – Dec 1st	Slush http://www.slush.org/	<p>“Described by many as “Burning Man meets TED”, the event has grown in just a few short years to 17,500 attendees and 1 million live stream viewers. This year, over 2,300 startups, 1,100 venture capitalists, and 600 journalists from over 120 countries come to Slush to drive business, and to experience the phenomenal atmosphere.”</p>

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- 1 Introduction and content overview
 - 2 Funding opportunities and availability in Europe
 - 3 Considerations before seeking funding
 - 4 Choosing the right type of funding
 - 5 Investor contacts and event listings**
 - Accelerator Programs & Business angels
 - Venture capital
 - Events
 - **Other useful sources**

Other useful resources

Resource	Description
Tech.eu's list of active startup accelerators – http://tech.eu/research/29/there-are-roughly-100-active-startup-accelerators-europe/	An article with 94 different Startup accelerators mapped out around Europe
European Connected Health Alliance - http://www.echalliance.com/about/	“The European Connected Health Alliance (EChAlliance) is an initiative designed to support and promote the wider adoption of healthcare and wellbeing (including sports and fitness) products, services, applications and innovation”
Mycapital.com - https://www.mycapital.com/index.php	Capital network connecting PE investors, investment banks and companies looking for capital
Microventures - http://www.microventures.com/	Platform connecting angel investors and startups
FundedByMe - https://www.fundedbyme.com/	Crowd funding platform, connecting investors and startups
VentureFund - http://www.venturefund.com/	“Venture Fund’s primary objective is to mentor and fund quality ideas and startups by introducing them to qualified investors from around the world.”
StartupValley - http://www.startupvalley.com/	Equity crowdfunding portal and platform
Kickstarter - https://www.kickstarter.com/	“One of the leading platforms in crowdfunding and connecting startups with investors”
Indiegogo - http://www.indiegogo.com/	A crowdfunding platform connecting startup entrepreneurs and investors

Other useful resources

Resource	Description
Crowdfunding.com - http://crowdfunding.com/	One of the most popular crowdfunding platforms online
RocketHub - http://www.rockethub.com/	Online crowdfunding platform, similar to Crowdfunding.com
Invesdor - https://www.invesdor.com/en	“Invesdor is a pioneering open equity-based crowdfunding platform in Northern Europe”
Eucomed - http://www.eucomed.be/	“Eucomed represents the medical technology industry in Europe. Our mission is to make modern, innovative and reliable medical technology available to more people.”
European Investment Fund - http://www.eif.org/	“Our central mission is to support Europe's small and medium-sized businesses (SMEs) by helping them to access finance.”
HealthStartup Europe - http://healthstartup.eu/about/	“Our goal is to create a more hospitable environment for health startups by creating connections between the burgeoning digital startups scene and the health sectors.”
HealthBox - https://www.healthbox.com/	“We drive company growth through our Accelerator and expedite their market entry through Solutions providing access to an early-adopter community of industry customers. We take our Foundry inside healthcare organizations, developing their capability to scale internal concepts, and we meet organizations’ emerging strategic needs through our collaborative Innovation Funds.”
Clinica Medtech Intelligence - http://www.clinica.co.uk/	” Clinica Medtech Intelligence is the leading source of regulatory, market and competitor information for the medical devices and diagnostics industries.”
GET Funded - http://www.get-ehealth.eu/get-funded/	“The GET Funded service is designed to provide health SMEs looking for Series B or follow up funding (typically between 0.5-2M€) with training, resources and networking opportunities with investors at the European level.”