



Co-funded by the  
European Union



# SUCCESSFULLY SCALING IN EUROPE

**How we support and drive  
Innovative startups in Europe**

Menno Kok, Managing Director, EIT Health Belgium and The Netherlands



# Who we are

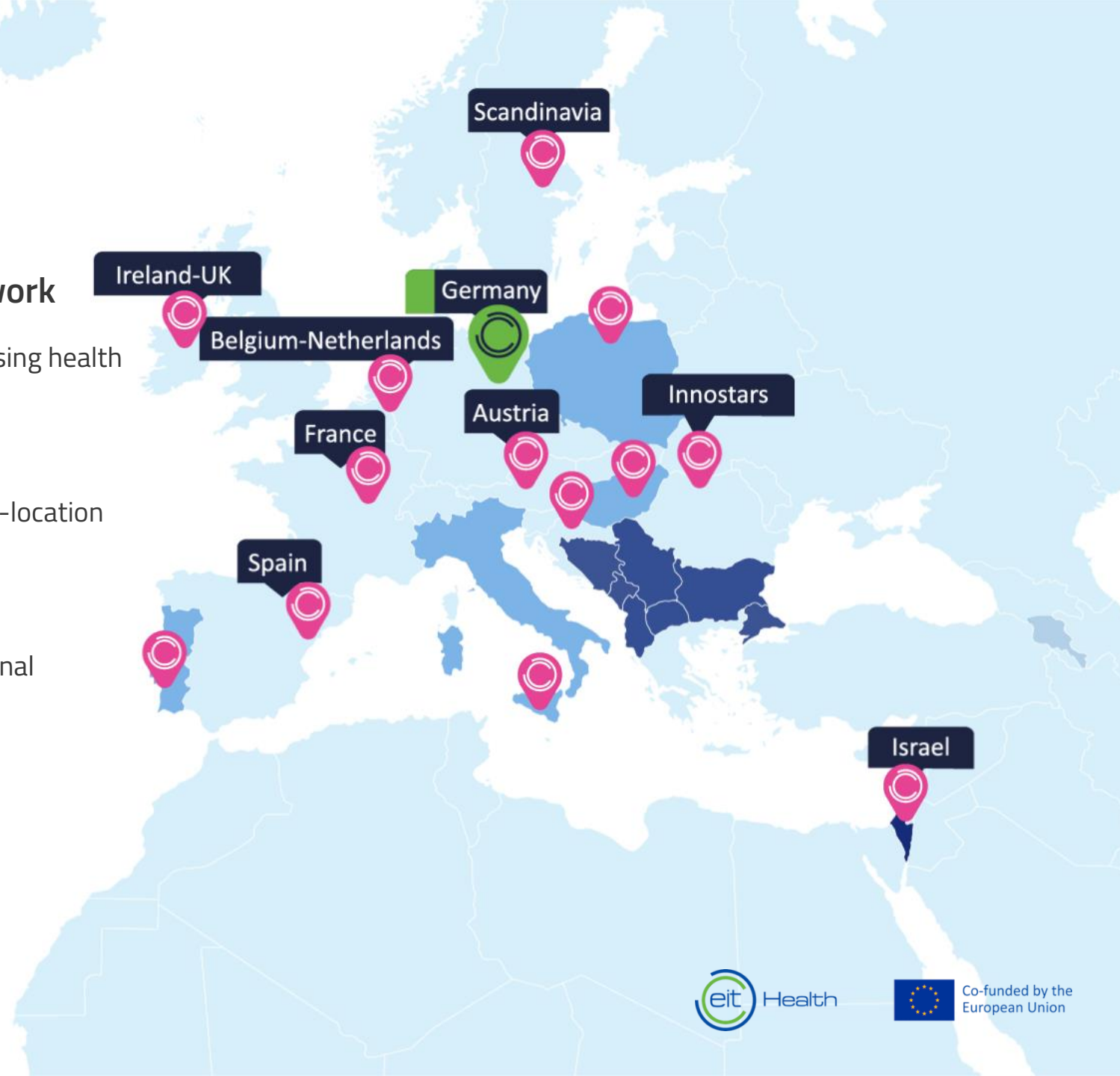
## Europe's largest health innovation network

EU-funded not-for-profit European body mobilising health innovation agents across Europe.

Your pathway to European market access.

Central Office located in Munich, with several co-location centres:

- Germany
- Ireland-UK
- Innostars (Southern and Eastern regional innovation network)
- Belgium-Netherlands
- France
- Austria
- Spain
- Scandinavia
- Israel

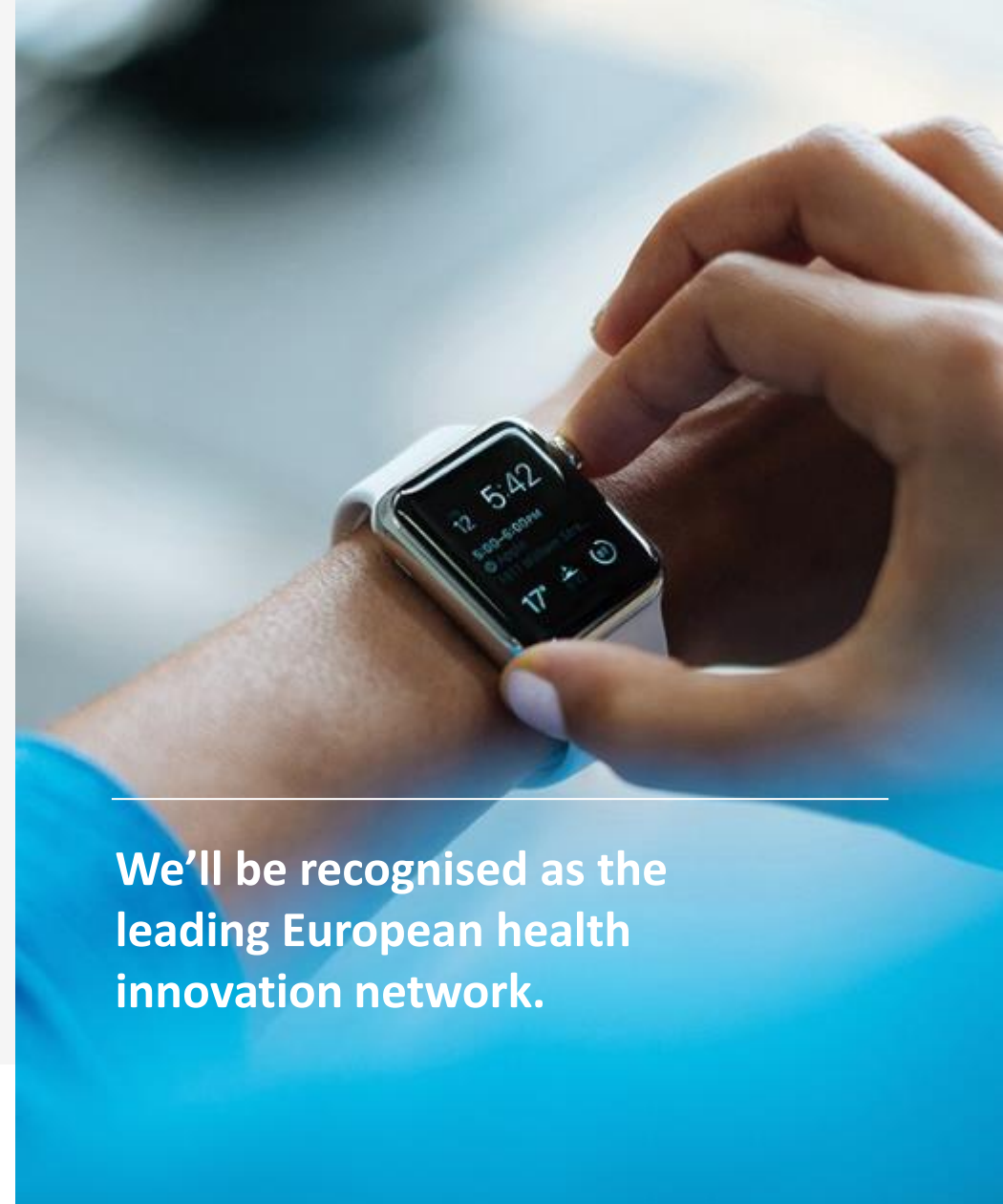


## Our vision

**Improvements in the European healthcare systems will enable citizens' equal and fast access to high quality and affordable care across Europe, leading to improved health outcomes.**

Disease prevention, or health maintenance, will take centre stage, with citizens empowered to protect their own health through advances in education and technology.

---



**We'll be recognised as the leading European health innovation network.**

# Our Approach

Identify unmet needs and support innovation to solve Europe's biggest health challenges today, and in the future.

## Education



P(3')

Bridge gap between academia and enterprise to deliver future innovation. Engage learners across society (e.g., citizens, healthcare professionals).

## Acceleration



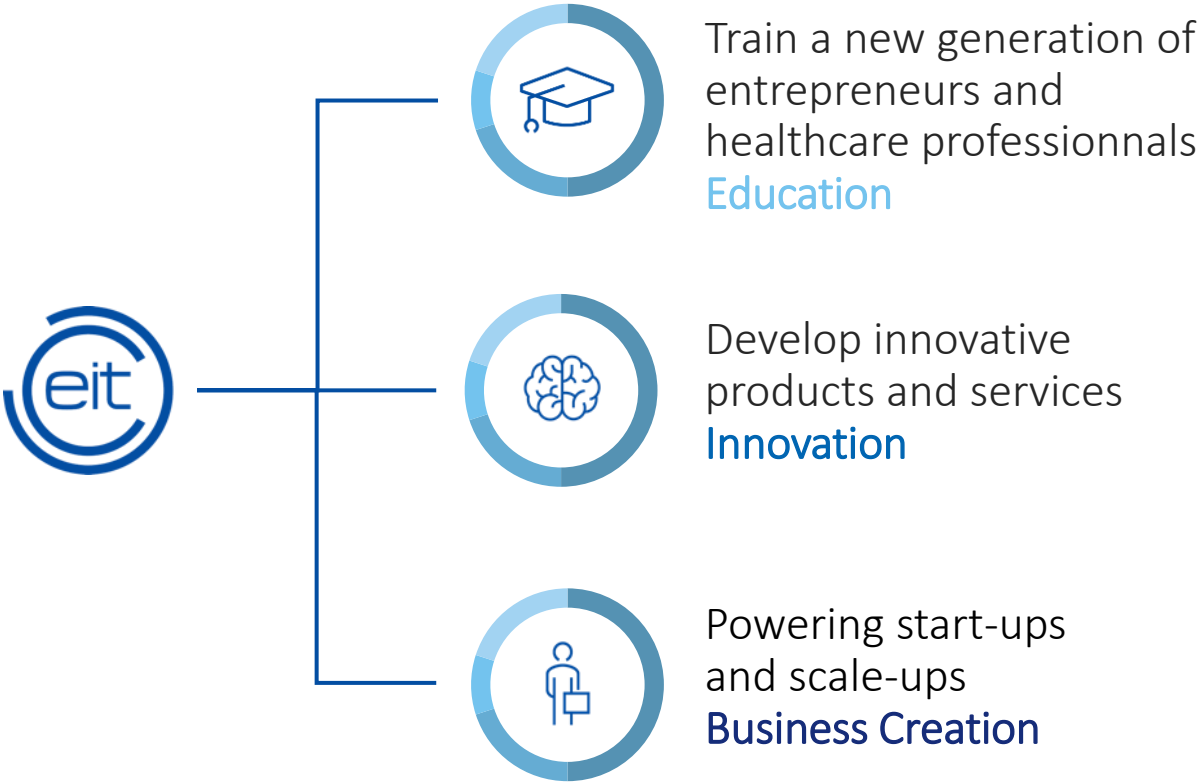
Catalyst to business growth to deliver transformative products and services. Shorten the time-to-market for entrepreneurs, start-ups and SMEs.

## Innovation



Turn ideas into commercially-viable products or services. Build task force of world-class experts from business, research and education.

# Driving innovation by supporting leading organisations, entrepreneurs, innovators and students across Europe to turn ideas into reality



**27**  
education programmes

**29 %**  
of submitted programmes  
have been financed

**137**  
supported projects

**70**  
products or services  
brought to market

**1355+**  
supported startups

**450 m€**  
raised with investors

# Biggest challenges\* identified by Pharmaceutical and Biotech companies

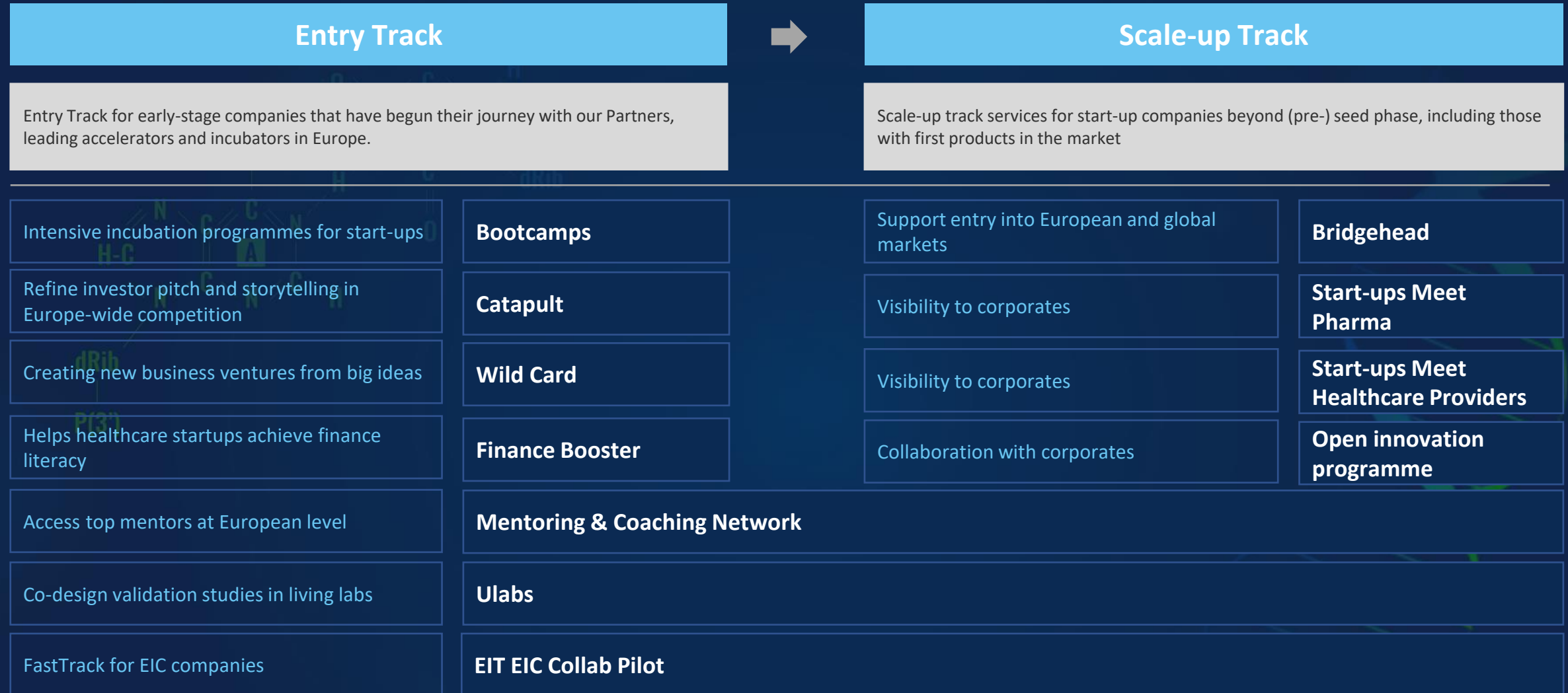
- 1. Patient recruitment in clinical trials**
2. Increasing complexity of clinical trials
- 3. Maximizing asset value / ROI**
- 4. Talent / staff shortages**
- 5. Lack of funding**
- 6. Keeping up with technology and innovation**
7. Elongated study start up time
8. Patient retention in clinical trials
- 9. Scientific/therapeutic expertise**
10. Patient diversity
11. Logistic issues
- 12. Lack of limited relevant RWD / RWE**



## Additional challenges common to many (Bio-)Pharmaceutical and Biotech start-up companies

- Academic legacy (if applicable)
- Building a winning team
- Focus needs to shift from Science and Technology to developing a business
- Interaction with patient advocacy groups / organisations
- Access to data, clinical validation facilities, expertise and (hands-on) experience
- Project funding and capital investment
- Plan beyond your next step (ambition level)
- Regulatory challenges
- Establishing strategic collaborations and outsourcing

# EIT Health Accelerator programmes overview





# Catapult – Compete and connect

Regional selections  
through EIT Health offices

- Ireland/UK
- Scandinavia
- Germany
- BeNe
- Spain
- France
- Innostars
- Austria
- FREE POOL

2 Semi-finals



Virtual  
Training  
Days



Get together peer to  
peer event



Closed selection & public  
visibility through  
investor-targeted  
platform (Netflix for  
Investors)

Finals (June '24)



Bits & Pretzles  
Healthtech 2024

Jury Prizes  
Prize Alliance Prizes

Super-mentoring

Webpage: <https://eithealth.eu/catapult>

# Gold Track 3-year Impact on European Investment



35

Companies supported



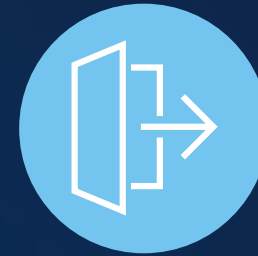
€400M+

Raised by Alumni companies



2,75x

pre-GT financing



3

Exits



>25

Partnerships

2019

- ACI selected in a public procurement process
- Pilot with 6 companies

2020

- 12 companies supported throughout 2020
- €15M raised in total by 2020 Alumni

2021

- €200M raised by 2021 Alumni
- Phagomed acquired by **BioNTech**
- Rahko merged with Odyssey Tx in **\$218M** Series A

2022 (status after 9months)

- €34M+ raised in total by Alumni
- OmicEra acquired by **Exact Sciences**

2023



# VCoE Leveraging €2b+ Impact for SMEs and Investors

## Growing Community Delivering Value to Investors...



### Actively-Scouting Investor Community

- Network of 35+ VC Funds, of which 9 selected ones benefiting from the SDUF\* financial vehicle:



- 5 Corporate signatures, including:



dRib



### Expert Services to Increase Investor Readiness

- **60+ experts** from 14 countries with **international** profiles
- **8 service providing companies**, pool still growing
- **Diverse expertise areas:** *Business Model, Life Science Investing, Market access, Preclinical and Clinical Development, Go to Market, Oral Communication, Intellectual Property, Valorisation, Human Resources ....*
- **Constant recruitment** to better conform to start-up needs

## ...and impact for start-ups



### Actively Fundraising Start-ups and SMEs

- **Dynamic, rolling** deal flow management process
- As of today:
  - **150 contacted** start-ups across EU
  - **21 selected and accompanied start-ups**, raising 6m€ to 60m€
  - **11 in active promotion phase**, incl. **3 present at Sachs Forum**



# EIT Health Your pathway to Europe

Connect with us today



[www.eithealth.eu](http://www.eithealth.eu)

[menno.kok@eithealth.eu](mailto:menno.kok@eithealth.eu)