

An abstract graphic design featuring a large, textured blue circle in the center. Overlapping this are several other shapes: a smaller blue circle to the right, a light blue circle below it, and a pinkish-orange circle at the bottom left. Several elongated, pill-shaped elements in shades of blue and purple are scattered around the central circle, some overlapping it. The background is a light blue gradient.

# European Healthtech Investment Forum

Helsinki -10 - 11 March 2020  
[www.techtour.com/EHIF20](http://www.techtour.com/EHIF20)



Host  
**BUSINESS  
FINLAND**

## Sections

Introduction

Programme

Presenting Company Overview

List of Participants

Attendee Profiles

*Partners*

*Speakers*

*Expert Jury*

*Coaches*

*Presenting companies*

*Participants*

Check your meetings at  
**techtour/one2one**



Check the programme at  
**techtour.com/EHIF20**



## Upcoming events



### healthtech

Tech Tour Digital Health  
**Porto** - 12 - 13 May 2020



### healthtech

Tech Tour Health  
**Lausanne** - 22 - 24 June 2020



### multi-track

Tech Tour Nordic  
**Copenhagen** - October 2020



### contest

Tech Tour Contest Final  
07 - 08 Decemehr 2020



For more information about our events check out **[techtour.com](https://techtour.com)**



# President's Welcome

**Mikko Suonenlahti**

President of the European Healthtech  
Investment Forum 2020



## It can be done!

A very warm welcome to all of you to the **4th edition** of the Tech Tour **European Healthtech Investment Forum 2020**! I still vividly remember my first Tech Tour event ever in **Århus, Denmark** from 10 years ago.

It is impossible to not make a note of Covid-19 in an international event, especially a healthtech event. **Thank you to all of you who are brave enough to be here in-person!**

Most, if not all my portfolio companies are trying to analyse the economic impact of Covid-19 and are rethinking their near term and longer-term financial plans. There are practical things that need to be now done:

1. As always with VC backed companies, nothing else matters, except the **length of your runway**. Especially in this situation. How many months of runway do you really have? How do you extend that? Are you able to survive?
2. Again, as always, **never, ever be dependent on one supplier** in anything that you do. Especially latest now, think about second sources in your supply chain. I hope it's not too late for you
3. **Think about your employees and customers** in this situation. Get close to them
4. Set up a **cross-functional Covid-19 response team** reporting directly to the CEO and the CEO staying close to the board or risk management committee.

Last year **almost € 10 Billion** was invested in digital health and there are about 500,000 mobile apps out there. How do you make sense of all of that? My personal approach with start-up experience since 1983 is mundane. In my mind it is all about understanding, bottoms up, not top down:

1. The **real, pragmatic problem** of an individual, a healthcare program or ecosystem
2. A start-ups **value proposition** in solving the real, tangible problem
3. And the **ROI**. If your customer pays you 100 per year, what is their ROI? Is it a year? A month? Or even less? It should be meaningful, for a start-up to be disruptive and VC backable. And you should have a crisp, clear and concise idea of what it is.

**Two of my portfolio companies** attended this same event in Helsinki in 2017. I am pleased to now report back, to a critical audience that **both received VC funding**. One of them has now been acquired, although back then it was at a pre-revenue stage. The other one has raised a total of € 10 M by now and is about to close € 10 M more.

## It can be done.

Enjoy the event!!!

**Mikko Suonenlahti**



# FINLAND — SMALL GIANT IN HEALTH

FINLAND IS AN EASILY ACCESSIBLE AND HIGHLY INNOVATIVE TECHNOLOGY SUPERPOWER THAT KNOWS HOW TO SOLVE PROBLEMS AND ENHANCE QUALITY OF LIFE.

#1

**IN AVAILABILITY  
OF LATEST  
TECHNOLOGIES**

WORLD ECONOMIC FORUM  
GLOBAL COMPETITIVENESS  
REPORT 2017–2018

#1

**THE MOST  
ATTRACTIVE  
STARTUPS**  
FOR VC IN EUROPE  
RELATIVE TO GDP

FINNISH VENTURE  
CAPITAL ASSOCIATION,  
EDC 2018

#1

**THE MOST  
ATTRACTIVE FOR  
FDI PROJECTS**  
IN THE NORDIC  
COUNTRIES

EY, NORDICS  
ATTRACTIVENESS  
SURVEY 2019

**ONE OF THE FEW  
COUNTRIES IN  
THE WORLD THAT  
EXPORTS MORE  
MEDICAL TECHNOLOGY  
THAN IT IMPORTS**

HEALTHTECH FINLAND 2018

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## Host

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### Business Finland

# BUSINESS FINLAND

Business Finland is an accelerator of global growth.

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

The foremost goal is to offer a smooth, joint service path for our customers in Finland and abroad when you need innovation funding, advise in growing internationally, investing in Finland or visiting Finland. Business Finland's mission is to catalyze new growth and create opportunities for Finland through innovation and international expansion. Our strategy is twofold: enabling global growth for companies and creating world-class business ecosystems and competitive business environment for Finland.

<https://www.businessfinland.fi/>

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**Tuesday, 10 March 2020**

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**08:30 Registration — Venture Academy**

\* Dry run session for the selected presenting companies to practice their pitches

**Registration**

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**09:00 Venture Academy Opening and Introduction**

Tips on Effective Presentations to Investors

Room: Hall B

**SPEAKERS**

Mikko Suonenlahti, **Growth Management**

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**09:30 Coaching Session 1**

5 to 6 presenting companies:  
8 minutes pitch & 7 minutes  
feedback

Room: 21

**COACHES**

Roop Chandwani, **Aggio**

**Sergeant**

Delphine Hajaji, **UCB Ventures**

Francesco Leone, **Start up**

**Business Copilot**

Tapio Siik, **Business Tampere**

Kim Neel Wyon, **Optiteam**

**PRESENTERS**

Hasse Muller, **Parkinson**

**Smartwatch B.V.**

Tuomas Neuvonen, **Sooma**

**Medical**

Kaarlo Paakinaho, **Biomendex**

Richard Simmonds, **Orthoson**

Steen Thygesen, **Audientes**

Iwan Van Vijfeijken, **Pulsify**

**Medical**

**Coaching Session 2**

5 to 6 presenting companies:  
8 minutes pitch & 7 minutes  
feedback

Room: 22

**COACHES**

Jan Ameri, **ArcticStartup**

Nora Kaarela, **Business**

**Finland**

Aki Koivistoinen, **Startup**

**Health**

Lauri Kuronen, **Health Capital**

**Helsinki**

Jose Manuel Pérez

Marzabal, **MTN Projects**

**PRESENTERS**

Philippe Arnez, **LS CancerDiag**

Silvia Cordon, **MYELIXA**

Harri Hallila, **Synoste**

Jens-Florian Krieg, **Emperra**

Mark Larkin, **Vitaccess**

Blaz Triglav, **Mediatelly**

**Coaching Session 3**

5 to 6 presenting companies: 8  
minutes pitch & 7 minutes  
feedback

Room: 24

**COACHES**

Thomas Jackson, **Executive Coach**

**and Senior Adviser at Various**

**Companies**

Mikko Kauppinen, **Health**

**Innovation Village at GE /Zanitaz**

Eeva Salminen, **Business Finland**

Klaus Stockemann, **Peppermint**

**Venture Partners**

Mark Wilson, **Strategic**

**Technology Bioconsulting**

**PRESENTERS**

Robert Kloots, **MediqAid** Hannu

Nissinen, **Klinik Healthcare**

**Solutions** Tuomas Nyman, **Neuvo**

**Inc. Global**

Didier Ritter, **ACOBION** Steven

Verhoeven, **UgenTec** Wintom

Zecarias, **Causalus**

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**11:00 Networking Break**

Room: Foyer



## 11:15 Coaching Session 4

5 to 6 presenting companies:  
8 minutes pitch & 7 minutes  
feedback

Room: 21

### COACHES

Delphine Hajaji, **UCB Ventures**  
Francesco Leone, **Start up  
Business Copilot**  
Jose Manuel Pérez  
Marzabal, **MTN Projects**  
Tapio Siik, **Business Tampere**  
Kim Neel Wyon, **Optiteam**

### PRESENTERS

Kristian Alaviuhkola, **SciAR  
Company**  
Baut Jonathan, **Gabi  
SmartCare**  
Jussi Maatta, **Buddy  
Healthcare**  
Eero Punkka, **VitalSignum**  
Mateusz Sagan, **SDS Optic**

## Coaching Session 5

5 to 6 presenting companies: 8  
minutes pitch & 7 minutes  
feedback

Room: 22

### COACHES

Jan Ameri, **ArcticStartup**  
Rashad Ismayilzada, **Terkko  
Health Hub**  
Aki Koivistoinen, **Startup  
Health**  
Lauri Kuronen, **Health Capital  
Helsinki**  
Heikki Tarkkila, **McKinsey &  
Company Finland**

### PRESENTERS

Nicolas Elvemo, **GlucoSet AS**  
Pawel Kaoka, **Telemedico**  
Jaume Puig Adamuz, **Biel  
Glasses**  
Antti Roine, **Olfactomics** Pauli  
Tarna, **SmartWatcher Ltd**  
Peter Thomsen, **Biomodics**

## Coaching Session 6

5 to 6 presenting companies: 8  
minutes pitch & 7 minutes  
feedback

Room: 24

### COACHES

Thomas Jackson, **Executive  
Coach and Senior Adviser at  
Various Companies**  
Mikko Kauppinen, **Health  
Innovation Village at GE /  
Zanitaz**  
Eeva Salminen, **Business Finland**  
Klaus Stockemann, **Peppermint  
Venture Partners**  
Mark Wilson, **Strategic  
Technology Bioconsulting**

### PRESENTERS

Ilari Antila, **Injeq Oy**  
Valentine Gesche, **PerAGraft**  
Mahmudul Hasan, **MVision AI Ltd**  
Tommi Kaasalainen, **Nukute Ltd.**  
Nicole Klingen, **Kluba Medical**  
Bernhard Kreymann, **ADVITOS**

## 12:30 Venture Academy Networking Lunch

Room: Foyer

## Investor-only Lunch

Room: 25 & 26

## 14:30 Welcome and Registration

## 15:00 Opening Welcome

Room: Hall B

### INTRODUCTION

Mikko Suonenlahti, **Growth Management**  
Nora Kaarela, **Business Finland**  
Sampo Sammalisto, **Business Finland**

### SPEAKERS

Petri Peltonen, **Ministry of Economic Affairs and Employment**

## 15:15 EIC accelerator – Big opportunities for innovative start-ups in Europe & some practical insights

EIC accelerator – Big opportunities for innovative start-ups in Europe & some practical insights

Room: Hall B

### SPEAKERS

Catherine Eginard, **European Commission EASME**

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**15:30 Elevator pitches by presenting companies**

Room: Hall B

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**16:00 Reverse Pitching by Investors**

Room: Hall B

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**16:45 Coffee Break**

Room: Foyer

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**17:15 Keynote Speech**

"Digital health – what kind of innovations are big corporations seeking?"

**17:15 - 17:35**

Room: Hall B

**SPEAKERS**Bruce Meadows, **Hatch@Takeda**, **Takeda Digital Venture**

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**17:45 Panel Discussion**

Corporate investments: expanding the scope to healthcare technologies

Room: Hall B

**MODERATOR**Rana Lonnen, **Novartis****SPEAKERS**Dan Gilbertson, **Medtronic**Delphine Hajaji, **UCB Ventures**Erno Muuranto, **GE Healthcare**Shinichi Nikkuni, **Nordic Ninja**

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**18:25 Transfer to Buses for Networking Dinner**

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**18:35 Departure to the Networking Dinner**

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**19:00 Start of the Networking Dinner**

Address: Bock House, Vanha raatihuone , Aleksanterinkatu 20

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**20:30 End of the Networking Dinner**

Wednesday, 11 March 2020

**07:30 Welcome & Registration****08:15 Company Presentation Sessions 1**

Monitoring and data solutions

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 21

**EXPERT REVIEWERS**

Matthijs Blokhuis, **Noaber Ventures**  
Sascha Fritz, **Robert Bosch Venture Capital GmbH**  
Miikka Kiiski, **IBM Finland**  
Tuomas Kosonen, **Inventure**  
Petri Laine, **Innovestor Ventures**  
Catello Somma, **TVM Capital**

**PRESENTERS**

Mahmudul Hasan, **MVision AI Ltd**  
Bernhard Kreyman, **ADVITOS GmbH**  
Mark Larkin, **Vitaccess**  
Pauli Tarna, **SmartWatcher Ltd**  
Iwan Van Vijfeijken, **Pulsify Medical**

**Company Presentation Session 3**

AR, AI, VR based solutions

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 23

**EXPERT REVIEWERS**

Hamzeh Abdul-Hadi, **Hikma Ventures**  
Boris Bernstein, **MIG Verwaltungs AG**  
Paolo Borella, **Vertical Health Accelerator**  
Jens Kristian Damsgaard, **OpenCircle Capital**  
Gabriela Leza, **Wille Finance AG**  
Guillem Masferrer, **Asabys Partners**  
Laurent Samama, **Jolt Capital**

**PRESENTERS**

Kristian Alaviuhkola, **SciAR Company**  
Kaisa Helminen, **Aiforia Technologies Oy**  
Tuomas Neuvonen, **Sooma Medical**  
Hannu Nissinen, **Klinik Healthcare Solutions**  
Jaume Puig Adamuz, **Biel Glasses**

**Company Presentation Session 2**

Smart Devices

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 22

**EXPERT REVIEWERS**

Delphine Hajaji, **UCB Ventures**  
Marc Lambrechts, **Capricorn Partners**  
Ali Omar, **Finnish Business Angels Network**  
Jacqueline Ruedin Rüschi, **Privilege Ventures**  
David Schütz, **Digital Health Ventures**  
Riku Seppälä, **Icebreaker VC**

**PRESENTERS**

Silvia Cordoni, **MYELIXA**  
Jon Friis, **Miiskin**  
Tommi Kaasalainen, **Nukute Ltd.**  
Hasse Muller, **Parkinson Smartwatch B.V.**  
Tuomas Neuvonen, **Sooma Medical**

**Company Presentation Session 4**

Advanced devices, implants and materials

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 24

**EXPERT REVIEWERS**

Harry Brade, **M&M Growth Partners**  
Goncalo Rebelo de Andrade, **Hovione Capital**  
Ester Sklarsky, **Industrifonden**  
Mikko Suonenlahti, **Growth Management**  
Henry Zubaida, **Gilde Healthcare Partners**

**PRESENTERS**

Nicolas Elvemo, **GlucoSet AS**  
Valentine Gesche, **PerAGraft GmbH**  
Harri Hallila, **Synoste Oy**  
Kaarlo Paakinaho, **Biomendex Oy**  
Peter Thomsen, **Biomodics**

**09:30 Networking Coffee Break**

Room: Foyer

**One2One Meetings**

Room: Hall A



## 10:00 Company Presentation Session 5

Life Sciences and Diagnostics

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 21

### EXPERT REVIEWERS

Guillaume Blavier, **Omnes Capital**  
Dmitry Kuzmin, **4BIO Capital Partners**  
Mikko Leino, **M&M Growth Partners**  
Leena Niemistö, **Pihlajalinna**  
Niharika Sharma, **Roivant Sciences**

### PRESENTERS

Philippe Arnez, **LS CancerDiag**  
Nicole Klingen, **Kluba Medical GmbH**  
Didier Ritter, **ACOBION**  
Mateusz Sagan, **SDS Optic**  
Steven Verhoeven, **UgenTec**

## Company Presentation Session 7

eHealth and Telemedicine

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 23

### EXPERT REVIEWERS

Hamzeh Abdul-Hadi, **Hikma Ventures**  
Lyll Davenport, **Harbert European Growth Capital**  
Ekaterina Gianelli, **Inventure**  
Florian Haupt, **TruVenturo**  
Guillem Masferrer, **Asabys Partners**  
Jari Mieskonen, **Conor Venture Partners Oy**  
Andrus Oks, **Tera Ventures**

### PRESENTERS

Timo Heikkilä, **Popit Ltd**  
Baut Jonathan, **Gabi SmartCare**  
Pawel Kaoka, **Telemedico**  
Jens-Florian Krieg, **Emperra GmbH**  
Eero Punkka, **VitalSignum**

## Company Presentation Session 6

Digital solutions for the professional Healthcare sector

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 22

### EXPERT REVIEWERS

Boris Bernstein, **MIG Verwaltungs AG**  
Jarno Eskelinen, **Siemens Healthcare Oy**  
Tuomas Kosonen, **Inventure**  
Gabriela Leza, **Wille Finance AG**  
Bruce Meadows, **Hatch@Takeda, Takeda Digital Venture**  
Arto Pakkalin, **Bayer G4A**  
Jacqueline Ruedin Rüschi, **Privilege Ventures**  
Eckhardt Weber, **heal.capital**

### PRESENTERS

Robert Kloots, **MediqAid**  
Lars Kähre, **Futudent / Novocam Medical Innovations Oy**  
Jussi Maatta, **Buddy Healthcare**  
Olli Sirkiä, **N Health Technology Oy**  
Blaz Triglav, **Mediatly**  
Wintom Zecarias, **Causalus**

## Company Presentation Session 8

Medical devices

**5 to 6 presenting companies: 8 minutes pitch & 7 minutes Q&A session**

Room: 24

### EXPERT REVIEWERS

Heikki E Rautajoki, **Creax Health Oy**  
Dan Gilbertson, **Medtronic**  
Petri Laine, **Innovestor Ventures**  
Christine Müller, **DiaMed Care**  
Catello Somma, **TVM Capital**

### PRESENTERS

Ilari Antila, **Injeq Oy**  
Antti Roine, **Olfactomics**  
Richard Simmonds, **Orthoson Ltd**  
Visa Sippola, **Surgify**  
Steen Thygesen, **Audientes**

## 11:30 Networking Lunch Break

Room: Foyer

## One2One Meetings

Room: Hall A

## 13:30 Keynote Speech

Why choose Prevention and Interception – a high-level insight into consumer climate & investor potential

Room: Hall B

### SPEAKERS

Gabriele Ronnett, **Johnson & Johnson Innovation**

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**13:55 Fireside chat**

Disior Success Story

Room: Hall B

**SPEAKERS**

Anna-Maria Henell, **Disior**  
Ilkka Kivimäki, **Maki.vc**

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**14:20 Fireside chat**

Precordior Success Story

Room: Hall B

**SPEAKERS**

Juuso Blomster, **Precordior Ltd.**  
Wolfgang-Moritz Heupel, **Novartis**

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**14:45 Closing Remarks by the Organisers & Host**

Announcing Tech Tour Contest Finalists & Elevator Pitches of the best presenting companies

Room: Hall B

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**15:10 Networking drinks**

Room: Foyer

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**15:50 End of the Forum**

Organization	Country	Short Description	Stream
<b>ACOBION</b> Didier Ritter	France	ACOBION is a clinical-stage medtech company specializing in high value predictive IVD diagnostic in oncology.	personalized health, Life Sciences, Medtech
<b>ADVITOS GmbH</b> Bernhard Kreymann	Germany	ADVOS is a truly disruptive technology for highly significant improval of ICU patient survival (from expected 10% up to 50%).	Medtech
<b>Aiforia Technologies Oy</b> Kaisa Helminen	Finland	Aiforia is transforming image-based diagnostics by bringing deep learning AI to assist and augment the medical experts.	personalized health, Digital health, Medtech
<b>Audientes</b> Steen Thygesen	Denmark	Audientes' mission is to make quality hearing instruments accessible and affordable to everyone who needs them.	personalized health, Medtech
<b>Biel Glasses</b> Jaume Puig Adamuz	Spain	We have developed smart glasses that improve mobility and personal autonomy of people with LV.	personalized health, Digital health, Medtech
<b>Biomendex Oy</b> Kaarlo Paakinaho	Finland	Biomendex's mission is to change the way bone voids are treated. Biomendex has developed a synthetic bone graft substitute material called Adaptos.	Medtech
<b>Biomodics</b> Peter Thomsen	Denmark	Biomodics is an independent Danish company providing proprietary platforms for controlled and prolonged release of drugs from polymers.	Medtech
<b>Buddy Healthcare</b> Jussi Maatta	Finland	Buddy Healthcare is on a mission to transform care coordination in hospitals and clinics by making care accessible, actionable and measurable for everyone, everywhere and anytime.	Digital health
<b>Causalus</b> Wintom Zecarias	Finland	Causalus is a service comprising of cloud-based software and remote pharmacist service. It reviews and monitors medication and its impact.	Life Sciences, personalized health, Digital health, Medtech
<b>Emperra GmbH</b> Jens-Florian Krieg	Germany	Emperra® GmbH E-Health Technologies is a research- and development-driven medical-technology company providing highly innovative approaches and solutions in the fields of e-health technologies and telediabetology.	Digital health, Medtech



<b>Futudent / Novocam Medical Innovations Oy</b> Lars Kåhre	Finland	Futudent (Novocam Medical Innovations Oy) is the designer of the world's leading video communication tool for dentists.	Digital health
<b>Gabi SmartCare</b> Baut Jonathan	Belgium	Gabi SmartCare (GSC) is a MedTech startup, that improves children's lives thanks to outpatient predictive monitoring.	Medtech
<b>GlucoSet AS</b> Nicolas Elvemo	Norway	GlucoSet is a university spin-off, founded in 2011. The company collaborates not only with the local technical university, university hospital and research institutes, but also foreign universities and hospitals.	Life Sciences, Medtech
<b>Injeq Oy</b> Ilari Antila	Finland	Injeq has created revolutionary IQ-Tip Smart Needle which can tell where its tip is.	Medtech
<b>Klinik Healthcare Solutions</b> Hannu Nissinen	Finland	We possess industry leading expertise on how patient pathways should be arranged in order to deliver high quality care and cost-effective processes.	Life Sciences, Digital health
<b>Kluba Medical GmbH</b> Nicole Klingen	Germany	Kluba Medical GmbH is a medical technology company focused on healthcare devices for infants.	Life Sciences, personalized health, Medtech
<b>LS CancerDiag</b> Philippe Arnez	Finland	LS CancerDiag is dedicated to reducing cancer morbidity and mortality rates globally.	Medtech
<b>Mediatel</b> Medtech	Bulgaria	We help doctors with immediate drug and medical information in their local language on their mobile phones, helping them treat patients in a better and safer way.	Medtech
<b>MediqAid</b> Robert Kloots	Belgium	MediqAid's vision: The trend of commoditisation of Health Care demands greater involvement of the citizen in managing and recording data concerning his/her own health.	personalized health, Digital health
<b>Miiskin</b> Jon Friis	Denmark	Miiskin is an app and platform to help the user monitor their moles and skin over time.	personalized health, Digital health
<b>MVision AI Ltd</b> Mahmudul Hasan	Finland	We have developed an AI-enabled cloud-based radiation therapy platform that reduces the time spent on planning.	Medtech
<b>MYELIXA</b> Silvia Cordoni	Switzerland	MYELIXA is the integrated solution for families to help their seniors to improve their life quality keeping their independency and providing the families the peace of mind of being present without being there.	Life Sciences, personalized health, Digital health

<b>N Health Technology Oy</b> Olli Sirkiä	Finland	Noste Health Technology is technology company that develops and sells business platform for mental health practioners and enterprises.	Digital health, Medtech
<b>Neuvo Inc. Global</b> Justus Hasu	Finland	Neuvo Inc. Global Neuvola.com represents the best of Finnish practice in maternity care and life skills education for young people.	personalized health, Digital health, Medtech
<b>Nukute Ltd.</b> Tommi Kaasalainen	Finland	Nukute Oy was established on May 2015 to develop and sell pre-screening and diagnostic/treatment devices for measuring and identifying sleep apnea and snoring.	Digital health, Medtech
<b>Olfactomics</b> Antti Roine	Finland	Olfactomics is a medtech startup that develops and add-on device that turns standard diathermy blade into a smart scalpel that knows exactly what it's cutting.	Life Sciences, Medtech
<b>Orthoson Ltd</b> Richard Simmonds	United Kingdom	OrthoSon is an early stage, VC backed organisation recently spun out of the University of Oxford to develop a disruptively cost-effective and minimally invasive alternative for the treatment of degenerate intervertebral disc.	Medtech
<b>Parkinson Smartwatch B.V.</b> Hasse Muller	Netherlands	Parkinson Smartwatch ("PSW") focuses on the development and sale of an information system to improve the treatment of Parkinson's disease.	Digital health, Medtech
<b>PerAGraft GmbH</b> Valentine Gesche	Germany	PerAGraft aims to develop and produce patient individualised implants for cardiovascular applications.	personalized health, Medtech
<b>Popit Ltd</b> Timo Heikkilä	Finland	Popit has developed a platform to improve adherence and patient engagement. Our solution comprises a unique, patented device that automatically detects and tracks pill consumption, a medically certified app and a cloud for real-time data.	personalized health, Digital health, Medtech
<b>Pulsify Medical</b> Iwan Van Vijfeijken	Belgium	Pulsify Medical develops wearable ultrasound patches for non-invasive, real time monitoring of critical physiological parameters inside the body, in particular cardiac output.	
<b>SciAR Company</b> Kristian Alaviuhkola	Finland	Sciar Company Ltd. provides a workflow management tool for laboratories within life sciences, chemistry and more.	Life Sciences, personalized health, Digital health, Medtech

<b>SDS Optic</b> Mateusz Sagan	Poland	We develop and create different diagnostics & monitoring solutions, including the ones used in cancer diagnostics and cancer treatment.	Life Sciences, Medtech
<b>SmartWatcher Ltd</b> Pauli Tarna	Finland	SmartWatcher is one of the global pioneers in real time indoor air quality monitoring. We have been able to start our sales in Sweden and Singapore.	Digital health
<b>Sooma Medical</b> Tuomas Neuvonen	Finland	Our mission is to create neuromodulation devices for major unmet medical needs in neurology and psychiatry.	Digital health, Medtech
<b>Surgify</b> Visa Sippola	Finland	Surgify is a Finnish medtech startup with a mission of making bone surgery safe.	Medtech
<b>Synoste Oy</b> Harri Hallila	Finland	Patients suffering with bone deformities have inconvenient treatment options available involving pain, long recovery and high complication rates.	Medtech
<b>Telemedico</b> Pawel Kaoka	Poland	Telemedico enables fast and easy access to healthcare without leaving the house. It does it by providing telemedicine consultations via phone calls, chats and videoconferences with real doctors, usually within less than hour.	Digital health, Medtech
<b>UgenTec</b> Steven Verhoeven	Belgium	UgenTec lives on the crossroads of artificial intelligence, cloud software and molecular biology.	Life Sciences, personalized health, Digital health, Medtech
<b>Vitaccess</b> Mark Larkin	United Kingdom	Vitaccess generates real-time data showing how drugs and treatments affect patients' everyday lives, using smartphone apps built using our secure platform, MyRealWorld®.	Life Sciences, Digital health
<b>VitalSignum</b> Eero Punkka	Finland	The company VitalSignum Oy is based in Helsinki, Finland and was founded in 2015 by a team of top medical and health tech experts from Finland.	personalized health, Life Sciences, Digital health, Medtech





Name	Function	Organization	Country
<b>A</b>			
<b>Hamzeh Abdul-Hadi</b>	Senior Associate at Hikma Ventures	Hikma Ventures	United Kingdom
<b>Kristian Alaviuhkola</b>		SciAR Company	Finland
<b>Kimmo Alho</b>	President	Oy International Electric Company (IECO)	Finland
<b>Jan Ameri</b>	Partner	ArcticStartup	Finland
<b>Ilari Antila</b>		Injeq Oy	Finland
<b>Philippe Arnez</b>	Chief Business Officer	LS CancerDiag	Finland
<b>Violeta Atanassova</b>	Team Leader and Project Adviser	European Commission	Belgium
<b>B</b>			
<b>Boris Bernstein</b>	Partner, Venture Capital	MIG Verwaltungs AG	Germany
<b>Luca Binda</b>	Investment Manager	Techwald Holding S.p.A.	Italy
<b>Guillaume Blavier</b>	Venture Capital Analyst - Life Sciences	Omnes Capital	France
<b>Matthijs Blokhuis</b>	Managing Director	Noaber Ventures	Netherlands
<b>Juuso Blomster</b>	CEO	Precordior Ltd.	Finland
<b>Paolo Borella</b>	CEO & Co-founder	Vertical Health Accelerator	Finland
<b>Julianna Borsos</b>	Chair & Founding Partner	Bocap	Finland
<b>Harry Brade</b>	Partner	M&M Growth Partners	Finland
<b>C</b>			
<b>Barbara Castellano</b>	Investor	Panakès Partners	Italy
<b>Lucas Catranis</b>		Irdeto BV	Netherlands
<b>Roop Chandwani</b>	Managing Partner	Aggio Sergeant	United Kingdom
<b>Silvia Cordoni</b>		MYELIXA	Switzerland
<b>D</b>			
<b>Jens Kristian Damsgaard</b>	Director	OpenCircle Capital	Lithuania
<b>Lyall Davenport</b>	Associate	Harbert European Growth Capital	United Kingdom
<b>Blagovesta Dlagatseva</b>	Project Manager	Tech Tour	Bulgaria
<b>Iana Dobрева</b>	COO	Tech Tour	Bulgaria
<b>E</b>			
<b>Catherine Eginard</b>	Head of Sector "SMEs in Horizon 2020" at European Agency for Small and Medium Enterprises	European Commission EASME	Belgium
<b>Nicolas Elvemo</b>	CEO	Glucoset AS	Norway
<b>Tarja Enala</b>	Senior Advisor	Business Finland	Finland
<b>Helena Engqvist</b>		Engqvist Consulting	Sweden
<b>Heikki E Rautajoki</b>	Executive Chairman	Creax Health Oy	Finland
<b>Jarno Eskelinen</b>	Managing Director at Siemens Healthcare Oy (Finland and Baltic)	Siemens Healthcare Oy	Finland
<b>F</b>			
<b>Roxane Faucher</b>	Assistant Project Manager	Tech Tour	Bulgaria
<b>Jon Friis</b>	CEO	Miiskin	Denmark
<b>Sascha Fritz</b>	Investment Principal	Robert Bosch Venture Capital GmbH	Germany
<b>G</b>			
<b>Valentine Gesche</b>		PerAGraft GmbH	Germany
<b>Ekaterina Gianelli</b>	Investment Director	Inventure	Finland
<b>Dan Gilbertson</b>	Sr. Business Development Manager	Medtronic	Switzerland
<b>Harriet Gullstén</b>	Senior Adviser	Business Finland	Finland



## H

<b>Elias Haapakorva</b>		Kasve Ltd	Finland
<b>Delphine Hajaji</b>	UCB Ventures Partner	UCB Ventures	Belgium
<b>Harri Hallila</b>	Founder & CEO	Synoste Oy	Finland
<b>Tuomas Harju</b>	Senior Adviser, Startups	Business Finland	Finland
<b>Philipp Harnischfeger</b>		Sanner Ventures	Germany
<b>Mahmudul Hasan</b>	CEO	MVision AI Ltd	Finland
<b>Justus Hasu</b>		Neuvo Inc. Global	Finland
<b>Florian Haupt</b>	Partner	TruVenturo	Germany
<b>Timo Heikkilä</b>	Co-Founder, COO	Popit Ltd	Finland
<b>Kaisa Helminen</b>	CEO	Aiforia Technologies Oy	Finland
<b>Anna-Maria Henell</b>	CEO	Disior	Finland
<b>Wolfgang-Moritz Heupel</b>	WorldWide Director Digital Solutions	Novartis	Switzerland
<b>Petteri Hirvonen</b>	Chief Medical Officer, Co-Founder	Klinik Healthcare Solutions	Finland
<b>Janne Huhtala</b>		Project R	Finland

## I

<b>Rashad Ismayilzada</b>	Head of Partnerships at Terkko Health Hub	Terkko Health Hub	Finland
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## J

<b>Thomas Jackson</b>	Senior Adviser, Management consultant, Executive Coach, Funding Expert	Executive Coach and Senior Adviser at Various Companies	Finland
<b>Jukka Jokinen</b>	Senior Venture Advisor	Helsinki Business Hub	Finland
<b>Baut Jonathan</b>		Gabi SmartCare	Belgium
<b>Mikko Juuti</b>		Kasve Ltd	Finland

## K

<b>Nora Kaarela</b>	Head of Health Industry	Business Finland	Finland
<b>Tommi Kaasalainen Lars Kähre</b>	CEO	Nukute Ltd.	Finland
		Futudent / Novocam Medical Innovations Oy	Finland
<b>Pekka Kahri</b>	Technology Officer, M.Sc	Helsingin biopankki (HUS), University Hospital	Finland
<b>Mihal Kambarev</b>	Business Development Executive	Tech Tour	Bulgaria
<b>Mikko Kangas</b>	Account Director	Innokas Medical Oy	Finland
<b>Tuomas Kannas Carmela</b>		TrueMed Oy	Finland
<b>Kantor-Aaltonen Pawel</b>	Director	Finnish Bioindustries	Finland
<b>Kaoka</b>	Head of Global Business Development	Telemedico	Poland
<b>Joni Karsikas</b>	Investment Manager	Tesi (Finnish Industry Investment)	Finland
<b>Renne Kaseva</b>	Senior Advisor	Business Finland	Finland
<b>Mikko Kauppinen Karina</b>	CEO	Health Innovation Village at GE / Zanitaz	Finland
<b>Khristisch</b>	Business Development Specialist		Bulgaria
<b>Miikka Kiiski</b>	Business Development Executive	Tech Tour	Finland
<b>Ilkka Kivimäki</b>	Founding Partner	IBM Finland	Finland
<b>Nicole Klingen</b>		Maki.vc	Germany
<b>Robert Kloots</b>	Evangelist	Kluba Medical GmbH	Belgium
<b>Aki Koivistoinen</b>	Startup Health Ambassador, Europe & Israel	MediqAid	Finland
		Startup Health	
<b>Minna Komu</b>	Network director		Finland
<b>Kalle Koskinen</b>		BusinessOulu	Finland
<b>Tuomas Kosonen</b>	Partner	Genomill Health	Finland
<b>Alexis Kouros</b>	Editor in Chief	Inventure	Finland
<b>Bernhard Kreymann Jens-</b>	CEO	Helsinki Times	Germany
<b>Florian Krieg</b>	CFO	ADVITOS GmbH	Germany
<b>Kai Kronström</b>	CEO	Emperra GmbH	Finland
<b>Lauri Kuronen</b>	Business Advisor	EpiHeart	Finland
<b>Dmitry Kuzmin</b>	Managing Director	Health Capital Helsinki	United Kingdom
		4BIO Capital Partners	



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**L**

<b>Riina Laaksonen</b>		Nordic Fit Mama	Finland
<b>Petri Laine</b>	Managing Partner	Innovestor Ventures	Finland
<b>Marc Lambrechts</b>	Senior Investment Manager	Capricorn Partners	Belgium
<b>Birgitta Langenskiöld</b>		Beata Domus- Private Equity Company	Finland
<b>Christian Lardot</b>	Senior Business Advisor	NewCo Helsinki	Finland
<b>Mark Larkin</b>		Vitaccess	United Kingdom
<b>Tatu Laurila</b>	Head Market Access	Novartis Finland Oy	Finland
<b>Susanna Lehto</b>	Communications Assistant	Business Finland	Finland
<b>Mikko Leino</b>	Partner	M&M Growth Partners	Finland
<b>Francesco Leone</b>	Coach, Copilot and Fundraiser	Start up Business Copilot	Italy
<b>Gabriela Leza</b>	Investment Manager at Wille Finance AG	Wille Finance AG	Switzerland
<b>Rana Lonnen</b>	Head Search & Evaluation Strategic Venture Capital	Novartis	Switzerland

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**M**

<b>Jussi Maatta</b>	CEO	Buddy Healthcare	Finland
<b>Francesca Marchi</b>	Project Manager	AREA Science Park	Italy
<b>Tuuli Marvola</b>	Manager, Business development	Oy Medfiles Ltd	Finland
<b>Guillem Masferrer</b>	Investment Associate	Asabys Partners	Spain
<b>Bruce Meadows</b>	Founding Partner	Hatch@Takeda, Takeda Digital Venture	Switzerland
<b>Jari Mieskonen</b>	Managing Partner	Conor Venture Partners Oy	Finland
<b>Kieran Mudryy</b>	Associate Partner	4BIO Capital Partners	United Kingdom
<b>Hasse Muller</b>		Parkinson Smartwatch B.V.	Netherlands
<b>Christine Müller</b>	Principal	DiaMed Care	Switzerland
<b>Erno Muuranto</b>	Managing Director	GE Healthcare	Finland

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**N**

<b>Christof Neuman</b>		IPDx	Estonia
<b>Tuomas Neuvonen</b>	CEO, co-founder	Sooma Medical	Finland
<b>Leena Niemistö</b>	Vice-Chairman of the Board of Directors	Pihlajalinna	Finland
<b>Sakari Nikinmaa</b>		Koite Health Oy	Finland
<b>Shinichi Nikkuni</b>	Managing Partner	Nordic Ninja	Finland
<b>Hannu Nissinen</b>	Enthusiastic healthcare transformer, experienced digital health specialist.	Klinik Healthcare Solutions	Finland
<b>Siru Nori</b>	Marketing Communications Manager, Health & Wellbeing at Business Finland	Business Finland	Finland
<b>Thomas Nymark Horsted</b>		Tiimo	Denmark

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**O**

<b>Andrus Oks</b>	Founding Partner	Tera Ventures	Estonia
<b>Ali Omar</b>	Board Member	Finnish Business Angels Network	Finland



## P

<b>Kaarlo Paakinaho</b>	CEO	Biomendex Oy	Finland
<b>Arto Pakkalin</b>		Bayer G4A	Germany
<b>Pirkka Palomäki</b>	Founding Partner	Maki.vc	Finland
<b>Petri Peltonen</b>	Under-Secretary of State	Ministry of Economic Affairs and Employment	Finland
<b>Jarkko Penttilä</b>		Bedrock	Finland
<b>Jose Manuel Pérez Marzabal</b>	Commercial, e-commerce & IT lawyer, Guest Lecturer, investor	MTN Projects	Spain
<b>Kustaa Piha</b>	CEO and Investor in Healthcare and Medtech	Athensmed Oy	Finland
<b>Tero Piispanen</b>	Director, Internationalisation Services and BioTurku®	Turku Science Park Ltd.	Finland
<b>Turo Pikkarainen</b>	Commercial Lead, Pfizer Innovative Health, Finland	Pfizer	Finland
<b>Heikki Pitkanen</b>	CEO & Founder	Lean Entries Ltd	Finland
<b>Kari Pitkänen</b>		Aiforia Technologies Oy	Finland
<b>Jaume Puig Adamuz</b>		Biel Glasses	Spain
<b>Eero Punkka</b>		VitalSignum	Finland

## R

<b>Esko Raunio</b>	Managing Director	Business Finland Venture Capital Oy	Finland
<b>Goncalo Rebelo de Andrade</b>	General Manager	Hovione Capital	Portugal
<b>Henrik Resman</b>		VitalSignum Oy	Finland
<b>Didier Ritter</b>		ACOBIO	France
<b>Antti Roine</b>	Co-founder and CEO	Olfactomics	Finland
<b>Gabriele Ronnett</b>	Head of Nutritional Therapeutics, Janssen R&D, Global External Innovation World Without Disease at Johnson & Johnson	Johnson & Johnson Innovation	United Kingdom
<b>Jacqueline Ruedin Rüschi</b>	General Partner	Privilege Ventures	Switzerland

## S

<b>Mateusz Sagan</b>		SDS Optic	Poland
<b>Sirpa Salmi</b>	Marketing Project Manager	Health Capital Helsinki	Finland
<b>Eeva Salminen</b>	Director, Startup Companies	Business Finland	Finland
<b>Seppo Salorinne</b>	CFO	KAMU Health Ltd	Finland
<b>Laurent Samama</b>	Partner	Jolt Capital	France
<b>Sampo Sammalisto</b>	Program Manager, Personalized Health	Business Finland	Finland
<b>Thijs Schaap</b>		Noaber Ventures	Netherlands
<b>David Schütz</b>	Analyst	Digital Health Ventures	Germany
<b>Riku Seppälä</b>	Partner	Icebreaker VC	Finland
<b>Niharika Sharma</b>		Roivant Sciences	Switzerland
<b>Tapio Siik</b>	Senior Business Advisor	Business Tampere	Finland
<b>Richard Simmonds</b>		Orthoson Ltd	United Kingdom
<b>Pekka Simula Visa</b>	CEO	Herantis Pharma	Finland
<b>Sippola</b>	Co-Founder, CEO	Surgify	Finland
<b>Olli Sirkiä</b>		N Health Technology Oy	Finland
<b>Ester Sklarsky</b>	Analyst	Industrifonden	Sweden
<b>Catello Somma</b>	Associate	TVM Capital	Germany
<b>Klaus Stockemann</b>	Managing Partner	Peppermint Venture Partners	Germany
<b>Steve Stoffels</b>		Pulsify Medical	Belgium
<b>Mikko Suonenlahti</b>	Founder	Growth Management	Finland
<b>Timo Syrjala</b>		Acme Investments	Switzerland



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**T**

<b>Heikki Tarkkila</b>	Associate	McKinsey & Company Finland	Finland
<b>Pauli Tarna</b>		SmartWatcher Ltd	Finland
<b>Peter Thomsen</b>		Biomedics	Denmark
<b>Steen Thygesen</b>	CEO	Audientes	Denmark
<b>Hannes Toivanen</b>	Strategic Partnerships Lea	Takeda	Finland
<b>Blaz Triglav</b>	CEO	Mediatly	Bulgaria
<b>Iva Tsigularova</b>	Assistant Project Manager	Tech Tour	Bulgaria

**V**

<b>Markus Vaisanen</b>	Head of Digital Solutions and Country Portfolio Lead	Pfizer	Finland
<b>Marcello van Rossum</b>	Senior business advisor	Helsinki Business Hub	Finland
<b>Marko Vänskä</b>	Head of Industry, Growth Capital	Business Finland	Finland
<b>Iwan Van Vijfeijken</b>	CEO	Pulsify Medical	Belgium
<b>Steven Verhoeven</b>		UgenTec	Belgium

**W**

<b>Eckhardt Weber</b>	Managing Partner	heal.capital	Germany
<b>Mark Wilson</b>	Principal	Strategic Technology Bioconsulting	United Kingdom
<b>Kim Neel Wyon</b>	Senior Partner	Optiteam	Denmark

**Z**

<b>Wintom Zecarias</b>	CCO	Causalus	Finland
<b>Li Zhao</b>		Bepsun Eurotech Investment Oy	Finland
<b>Niklas Zilliacus</b>		Oyama	Finland
<b>Henry Zubaida</b>	Associate	Gilde Healthcare Partners	Netherlands



# Participant Profiles



# Promoting world-class innovation

**Tech** Tour is a community that brings together investors, entrepreneurs and growth partners onto one collaborative platform to share the connections, strategies and inspiration needed to maximise partnerships and investments. We promote our vibrant community online and in person at 25 leading tech events per year.

**Tech** Tour helps to accelerate world-class innovation, uncovers Europe's hidden investment potential, and celebrates its greatest success stories.



**Identify strategic partners**



**Develop smart partnerships**



**Grow market recognition**

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# Partners

## Business Finland



**Tarja Enala, Senior Advisor**

I work as Senior Advisor at Ecosystems service area, Health and Wellbeing team in Business Finland in Helsinki, Finland. I am responsible for sparring of health ecosystems and customers as well as to the management of customer relations of large companies, research organisations and public entities in health and wellbeing area. I work also with health and wellbeing strategy and development and participate program activities. Half of my working hours I am working with Invest in Finland (IIF) tasks where the customers are mostly big international companies. Earlier I have worked at PerkinElmer, Wallac Oy about seven years as Global Business Manager in Neonatal Business Team and also as Project Manager in Supply Chain Management team. Before PerkinElmer, Wallac Oy I worked at the University of Helsinki owned technology transfer company called Helsinki Innovation Services Oy Ltd as Project Manager and in Licentia Oy Ltd as Life Science and Marketing Director.

**BUSINESS  
FINLAND**

**Contacts:**

www.businessfinland.fi  
Helsinki  
Finland

### Business Finland

**Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

## Business Finland



**Nora Kaarela, Head of Health Industry**

Nora Kaarela has over 25 years of international business and management experience in global corporations and in medical technology/biotechnology start-ups. She has held operational and general management positions in European and US companies. Additionally, Nora was a CEO of a secondary fund management company with a global life science portfolio and primary objective towards exits. Currently she is heading the activities targeting global companies and corporate investments into Finnish health ecosystems and Finnish companies, working closely with US, Japanese and European leading pharmaceutical and medtech corporations. Nora also serves as a Jury Member of the EIC Investment Jury in the European Commission. As an expert in the health & pharma section panel, she is engaged in the final decision of up to 17,5 M€ equity and grant funding to the best of the best European start-up and growth companies in medtech, digital health and biotechnology segments.

**Products:** Life Sciences, Medtech, Digital health

### Business Finland

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**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

**BUSINESS  
FINLAND**

**Contacts:**

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Helsinki  
Finland

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## Business Finland

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**Renne Kaseva, Senior Advisor**

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**Geographics:** Europe, Finland,

**Products:** Digital health,

### Business Finland

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**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

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Helsinki

Finland

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## Business Finland

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**Susanna Lehto, Communications Assistant**

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### Business Finland

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**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

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Finland

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## Business Finland



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**Siru Nori, Marketing Communications Manager, Health & Wellbeing at Business Finland**

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**Geographics:** Europe, Finland,

### Business Finland

---

**Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

**BUSINESS  
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Helsinki  
Finland

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## Business Finland



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**Sampo Sammalisto, Head of Personalized Health Finland**

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Sampo Sammalisto has 15 years' experience in the life sciences industry and research holding several international sales and business development positions in both public and private organizations including multinational corporations. His technology and business interests are Molecular Genetics and Genomics, In Vitro Diagnostics, Preclinical and Clinical CRO business and Consumer Wearables. Sampo holds a Ph.D in medical genetics from the University of Helsinki and is fluent in Finnish and English with basic level Swedish and German Skills.

### Business Finland

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**Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

**BUSINESS  
FINLAND**

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[www.businessfinland.fi](http://www.businessfinland.fi)  
Helsinki  
Finland

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## Business Finland

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### Marko Vänskä, Head of Industry, Growth Capital

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Entrepreneur and Innovation leader with business management experience from different business domains including technology, customer services, user experience, fintech, games, corporate venturing and start-ups. Specialties: Leadership, Business Management, Relationship Creation, Innovation Management, Customer Need Understanding

### Business Finland

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#### **Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

**BUSINESS  
FINLAND**

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#### **Contacts:**

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Helsinki  
Finland

# Speakers

## Precordior Ltd.

## Fireside Chat Speaker



### Juuso Blomster, CEO

Juuso Blomster is a CEO at Precordior Ltd. Innovative and strategically minded cardiologist (MD, PhD). The dynamics in combining medicine and business in healthcare offers the path of choice, where latest scientific achievements meet the means to deliver them to you and me.

### Precordior Ltd.

#### Mobile applications for detailed cardiac analysis

We are specialized in non-invasive solutions for cardiac monitoring, primarily focusing on measuring the motion of the precordium, i.e. the area of the chest over the heart – hence our name Precordior. Our team has developed several ground-breaking methods for detecting serious heart conditions, such as atrial fibrillation (AFib), which causes up to 40% of all strokes worldwide as well as coronary artery disease and heart failure, together resulting in millions of deaths annually. Today we are transforming years of academic work into real-world solutions for the global market. Our medically approved smartphone app, CardioSignal, for detailed cardiac monitoring and detection of AFib is available. The new use cases in coronary artery disease and heart failure have projected market entry in 2021.

**Geographics:** United States of America, Europe,

**Products:** digital health app

**Precordior**

#### Contacts:

www.precordior.com  
Turku  
Finland

## European Commission EASME

## Keynote Speaker



### Catherine Eginard, Head of Sector "SMEs in Horizon 2020" at European Agency for Small and Medium Enterprises

Head of Sector- SMEs in H2020 (European Commission) for 5 years and 2 months - Policy/Programme Officer during 7 years and 9 months

**Geographics:** Europe, Belgium

### European Commission EASME

The Executive Agency for Small and Medium-sized Enterprises (EASME) is an Executive Agency of the European Commission. EASME was founded in 2003 as the Intelligent Energy Executive Agency (IEEA) and was renamed the European Agency for Competitiveness and Innovation (EACI) in 2007, finally becoming EASME in 2014. It is responsible for managing specific programmes in the fields of energy, the environment, and business support. Its goal is to promote sustainable development while improving the competitiveness of European industries. While the Agency has its own legal identity, it reports to several Directorate-Generals of the European Commission, which remain responsible for programming and evaluation of the programmes.

**Geographics:** Europe

**Products:** Food technology, Cleantech, Healthtech



#### Contacts:

ec.europa.eu/easme/  
en/horizons-2020-sme-  
instrument  
Brussels  
Belgium

## Medtronic

## Panelist



### Dan Gilbertson, Sr. Business Development Manager

Dan Gilbertson works in Medtronic's EMEA region on Business Development activities, including acquisitions, investments, partnerships and collaborations with a focus on services, solutions, and value based care models. Dan has been based at Medtronic's facilities in Tolochenaz, Switzerland since early 2014. Prior to this role in Europe, Dan worked in a similar role within Medtronic's Neuromodulation business unit based in Minneapolis, MN, where he focused on drug/device partnerships. Dan has an MBA from the Carlson School of Management at the University of Minnesota and a BA in Economics from St. John's University.

**Geographics:** Europe

**Products:** Life Sciences

### Medtronic

**Medtronic is the world's largest medical technology company, offering an unprecedented breadth and depth of innovative therapies to fulfill our Mission of alleviating pain, restoring health, and extending life.**

Medtronic is the world's largest medical technology company, offering an unprecedented breadth and depth of innovative therapies to fulfill our Mission of alleviating pain, restoring health, and extending life. Last year, more than 9 million people benefited from our medical therapies, which treat cardiac and vascular diseases, diabetes, and neurological and musculoskeletal conditions.

**Geographics:** Europe, Switzerland, America

**Products:** Life Sciences, Medical Products & Services, Medtech

### Contacts:

www.medtronic.com  
Tolochenaz  
Switzerland

## UCB Ventures

## Panelist



### Delphine Hajaji, UCB Ventures Partner

Delphine Hajaji has 14 years of Digital/Tech experience across various industries, the past seven of which in pharma. Between 2012-2019 Delphine was responsible for the data and technology strategy and implementation of all non-drug solutions at UCB: biosensors, e-devices, diagnostic tools, companion apps. In addition, she has been responsible for strategy & implementation of several global multichannel campaigns at UCB and in previous roles at other pharma companies (GSK Vaccines, BMS EMEA, Pfizer EMEA). Prior to UCB, as a management consultant, Delphine advised blue-chip European companies how to thrive in a digital world: her scope encompassed business model innovation, operating model changes and program management. Delphine Hajaji has an MBA from Vlerick Management School and a Master's degree in History from Ghent University.

**Geographics:** Europe

**Products:** e-devices, diagnostic tools, companion apps

### UCB Ventures

UCB Ventures is a €150 million strategic corporate venture fund established in 2017 to further strengthen UCB's ability to create value from novel insights and technologies that can transform the lives of patients suffering from severe diseases. We invest in innovative therapeutics and technology platforms that are early stage and higher risk, in areas adjacent to or even beyond UCB's therapeutic focus on neurology/neurodegenerative diseases, immunology and muscular skeletal/bone health. Our team initially made four fund-to-fund investments in selected Healthcare Venture Funds in 2017, and is now focused on long term, direct investments in the US and Europe. Our first direct investment is in StrideBio, a US-based gene therapy company, with several more investments to come in the near future.

**Geographics:** Northern America, South America, Asia

**Products:** Life Sciences, digital health programme, White Biotechnology

### Contacts:

www.ucbventures.com  
Brussels  
Belgium



## Disior

## Fireside Chat Speaker



### Anna-Maria Henell, CEO

Anna-Maria Henell is the CEO and Co-Founder of Disior, where she drives innovation and co-creation with Clinicians and Medical Researchers. Founded in 2016, Disior develops a novel way to analyze and model bone fractures and soft tissue for diagnostics, pre-operative planning and treatment optimization. The company brings together clinical needs and product development experience from orthopedics, maxillofacial surgery and latest modelling technology.

**Geographics:** Europe, Finland

**Products:** Medical Devices, Medical Software, 3D analysis

### Disior

**Disior develops 3D analytics software for medical doctors that provides objective data for diagnosis, treatment planning and outcome assessment.**

We bring the full vision for medical doctors - Disior replaces blurry 2D images with intelligent 3D analytics software that turns medical images into numerical data. Images can be falsely interpreted, but numerical data is 100% unambiguous. It enables doctors to make better diagnoses and treatment decisions based on accurate, consistent and comparable data – something that traditional and soon-to-be outdated methods can never match.

**Geographics:** Europe

**Products:** Orthopedics, Medical Devices, Clinical Software



### Contacts:

www.disior.com  
Helsinki  
Finland

## Novartis

## Fireside Chat Speaker



### Wolfgang-Moritz Heupel, WorldWide Director Digital Solutions

Global lead for innovative digital projects and solutions beyond-the-pill in the Cardio-Renal-Metabolic Franchise at Novartis Pharma AG.

**Geographics:** Europe, Switzerland,

### Novartis

**Our diverse and dynamic teams work collaboratively to bring innovative products and ideas to life.**

Novartis International AG is a Swiss multinational pharmaceutical company based in Basel, Switzerland, ranking number one in sales (57.9 billion US\$) among the world-wide industry in 2013. In 1996, Ciba-Geigy merged with Sandoz, and the pharmaceutical and agrochemical divisions of both companies formed Novartis as an independent entity. Other Ciba-Geigy and Sandoz businesses were sold, or like Ciba Specialty Chemicals, spun off as independent companies.

**Geographics:** Switzerland

**Products:** Life Sciences



### Contacts:

www.novartis.com  
Basel  
Switzerland



## Maki.vc

## Fireside Chat Speaker



### Ilkka Kivimäki, Founding Partner

Co-founder & Partner at Maki.vc, an €80M fund investing in early-stage deep tech and brand-driven companies. He's a serial entrepreneur-turned-investor with over 20 years of experience in the field. Prior, co-founded of Wicom Communications, later sold to SAP where he served as SVP. He's experienced firsthand what it means to sell your company to an industry giant, lead a team of 100 through a deep recession, and face growing pains as CEO: thus, he can relate to the psyche of a founder and never tires of discussing commercialization, scaling and deep techs. Ilkka is the first investor and former chairman of Wolt, has sat on the board of Beddit (acquired by Apple), and was the first investor and chairman of Almotive. He actively develops the Nordic startup ecosystem: he's chaired Slush and Startup Sauna, served on the boards of student-led VC Wave Ventures and Europe's biggest hackathon Junction, and mentored new gen of founders.

**Geographics:** Europe, Finland,



### Maki.vc

**Maki.vc is a Helsinki-based, top tier venture capital firm.**

Founded and managed by Nordic veterans of the ICT sector, startup scene and venture capital industry, the core team has deep networks around the world with high potential for proprietary deal flow and access to competitive cases. The team is on the lookout for founding teams with world-shaking ideas across all industries and continents. With a fund size of ~80M€, Maki.vc makes initial investments in seed and Series A.

**Geographics:** Europe

**Products:** Healthcare, ICT

### Contacts:

[www.maki.vc/](http://www.maki.vc/)

Helsinki

Finland

## Novartis

## Panelist



### Rana Lonnen, Head Search & Evaluation Strategic Venture Capital

Rana Lonnen, Head Search and Evaluation Strategic Venture Capital in Novartis.

### Novartis

**Our diverse and dynamic teams work collaboratively to bring innovative products and ideas to life.**

Novartis International AG is a Swiss multinational pharmaceutical company based in Basel, Switzerland, ranking number one in sales (57.9 billion US\$) among the world-wide industry in 2013. In 1996, Ciba-Geigy merged with Sandoz, and the pharmaceutical and agrochemical divisions of both companies formed Novartis as an independent entity. Other Ciba-Geigy and Sandoz businesses were sold, or like Ciba Specialty Chemicals, spun off as independent companies.



**Geographics:** Switzerland

**Products:** Life Sciences

### Contacts:

[www.novartis.com](http://www.novartis.com)

Basel

Switzerland

## Hatch@Takeda, Takeda Digital Venture

## Keynote Speaker



### Bruce Meadows, Founding Partner

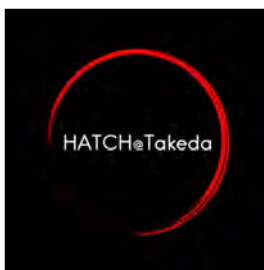
Investor with over fifteen years of venture capital and hands-on entrepreneurial, marketing and board experience. Proven ability to make profitable investments and build successful companies. Since 2015, he is Founding Partner of Innovation Investment Partners. Recently Bruce is Entrepreneur in Residence - Hatch@Takeda at Hatch@Takeda, Takeda Digital Venture. Specialties: Venture Capital, deal structuring and execution, due diligence, business development, exits

**Products:** Life Sciences, Medical Devices, Regenerative Medicine

### Hatch@Takeda, Takeda Digital Venture

**Hatch@Takeda, a private equity firm and foundry dedicated to inventing and investing in digital health ventures.**

**Geographics:** United States of America, Europe



#### Contacts:

www.takeda.com  
Zurich  
Switzerland

## GE Healthcare

## Panelist



### Erno Muuranto, Managing Director

Managing Director (Toimitusjohtaja) of GE Healthcare Finland Engineering Director for mobile monitoring Center of Excellence

**Geographics:** Europe, Finland

### GE Healthcare

**GE Healthcare provides transformational medical technologies and services that are shaping a new age of patient care.**

Our broad expertise in medical imaging and information technologies, medical diagnostics, patient monitoring systems, drug discovery, biopharmaceutical manufacturing technologies, performance improvement and performance solutions services help our customers to deliver better care to more people around the world at a lower cost. In addition, we partner with healthcare leaders, striving to leverage the global policy change necessary to implement a successful shift to sustainable healthcare systems. Our "healthymagination" vision for the future invites the world to join us on our journey as we continuously develop innovations focused on reducing costs, increasing access and improving quality around the world. Headquartered in Chicago, IL, GE Healthcare is a unit of General Electric Company (NYSE: GE). Worldwide, GE Healthcare employees are committed to serving healthcare professionals and their patients in more than 100 countries.

**Products:** Life Sciences, Digital health



#### Contacts:

www3.gehealthcare.com/  
Helsinki  
Finland

## Nordic Ninja

## Panelist



### Shinichi Nikkuni, Managing Partner

At McKinsey and IGPI, Shinichi Nikkuni was involved with various consulting projects in manufacturing, ICT, healthcare, and utility industries. Regarding to his startup experience, he executed an investment in a biotech start-up together with the University of Tokyo Edge Capital and other VCs, and furthermore co-founded a cleantech startup based on research at the Department of Chemistry, the University of Cambridge. Just prior to JBIC IG Partners, he worked for the Ministry of Economy, Trade, and Industry (METI) in Japan to compile the New Industrial Structure Vision towards 2030s when deep technologies such as AI, IoT, BigData etc. supposedly flourish and change the economy and society. He graduated from Faculty of Law of the University of Tokyo and holds an MBA from University of Cambridge Judge Business School.



### Nordic Ninja

#### Venture Capital Firm

We are a venture capital firm with over 100 million euros to supporting scale-up goals in the Nordic and Baltic region. We know the investment size is not everything, and that's why we're proud to have an awesome network of great minds around the world, especially in Japan. We are backed by Honda, Panasonic, Omron and the Japan Bank for International Cooperation, making sure entering Japan has never been simpler! We back Entrepreneurs and Investors with bold goals to make the world a bit better and more interesting. We expect our startups to have Ninja Intelligence\* and a kick-ass mindset. Together we will learn along the way! We love tech, especially robotics, automation, health tech, AI and mobility, but we're open-minded.

#### Contacts:

nordicninja.vc/  
Helsinki  
Finland

## Ministry of Economic Affairs and Employment

## Keynote Speaker



### Petri Peltonen, Under-Secretary of State

Petri Peltonen is Deputy Minister at the Ministry of Economic Affairs and Employment (MEAE). In this capacity he oversees the policy development and implementation in the sectors of economic growth, enterprise and innovation as well as foreign direct investments. Prior to taking his current position in 2016, Petri Peltonen was Director General of the Enterprise and Innovation Department at MEAE and the Technology Department at the Ministry of Trade and Industry. From 1996 to 2006, he worked at the Finnish Funding Agency for Innovation (Tekes), most recently as Executive Director and member of the management team. From 1987 until 1996, he held several technology development positions at the European Space Agency (ESA) in the Netherlands and in electronics industry in Finland. Within his duties, Petri Peltonen takes part in several national and European functions such as the boards of Tekes, Finpro and the Nordic Investment Bank. He is also acts as the European Commission's SME Envoy.



### Ministry of Economic Affairs and Employment

The Ministry of Economic Affairs and Employment (MEAE) is part of the Government. MEAE's task is to build an operating environment and to ensure productivity, growth, high levels of employment and well-being. As part of the Government, the ministry implements the Government Programme, drafts legislation, monitors and develops issues falling within its remit and steers the agencies in its administrative branch. The Ministry of Economic Affairs and Employment has three ministers: the Minister of Economic Affairs, the Minister of Employment and the Minister of the Environment, Energy and Housing.

#### Contacts:

tem.fi/en/frontpage  
Helsinki  
Finland

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**Johnson & Johnson Innovation****Keynote Speaker**

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**Gabriele Ronnett, Head of Nutritional Therapeutics, Janssen R&D, Global External Innovation World Without Disease at Johnson & Johnson**

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Gabriele joined Janssen R&D two years ago, serving as early Compound Development Team Leader for several programs within the CVM TA. Prior to her roles at Janssen, she served as the Founding Director for the Center for Metabolism and Obesity Research (CMOR) and the Center for Resources Integrative Biology (CRIB) at The Johns Hopkins University School of Medicine. Gabriele also served as an Adjunct Professor at the Daegu Gyeongbuk Institute of Science and Technology (DGIST) in the Republic of Korea, where she founded and headed the Department of Brain Sciences, the first of its kind in Korea. A recipient of various industry honors, Gabriele received a National Institutes of Health (NIH) Medical Scientist Training Program (MSTP) award, the Michael Shanoff Prize from The Johns Hopkins University, a Shannon Award from the NIH and a McKnight Scholars Award from The McKnight Endowment Fund for Neuroscience.

**Geographics:** United States of America, Europe

**Products:** Life Sciences + Medtech



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**Johnson & Johnson Innovation**

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**JJDC (Johnson and Johnson Innovation - JJDC is a Venture Capital arm of Johnson and Johnson**

Johnson & Johnson Innovation - JJDC, Inc. (JJDC) is focused on growing companies, not just investments. As the strategic venture capital arm of Johnson & Johnson, we pursue opportunities to solve critical healthcare needs. Our partners benefit from the full global capabilities of Johnson & Johnson as we collaborate to drive innovation.

**Geographics:** United Kingdom, Europe

**Products:** Life Sciences, diagnostics, Medtech

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**Contacts:**

[www.jjdc.com](http://www.jjdc.com)  
London  
United Kingdom

## Expert Jury

## Hikma Ventures

## Expert Jury



### Hamzeh Abdul-Hadi, Senior Associate at Hikma Ventures

Hamzeh joined Hikma Ventures in 2016; he worked on various global mandates and investments in the digital health space. He was involved in various deals at different stages from Seed to Series C. Prior to that, Hamzeh was part of the corporate treasury team at Hikma Pharmaceuticals PLC. He also held various positions in finance at Phillips Morris International and Capital Investments. After graduating from the George Washington University in 2010 with a Bachelor of Business Administration majoring in Finance, Hamzeh helped organize TedxDeadSea in Jordan. He was also the Co-Founder of a social networking platform based in Madrid, Spain.

**Geographics:** United States of America, Europe

**Products:** Digital health, pharmaceuticals

### Hikma Ventures

**Founded in August 2015, Hikma Ventures operates as the corporate venture capital arm of Hikma Pharmaceuticals.**

Our primary focus is to identify and invest in emerging companies in the digital health space, globally, that could enhance Hikma's value proposition, reputation and market intelligence. We will also consider investments in other healthcare related areas of current or future strategic interest to Hikma, including drug delivery technologies that have the potential to enhance Hikma's value chain and pipeline. HV will act as an instrument of strategic growth in broadening Hikma's offerings; it will allow Hikma to tap into opportunities in the growing digital healthspace. HV will invest in companies where Hikma's expertise can accelerate revenue growth and enhance value creation by providing ventures with access to the resources of a multinational pharmaceutical company. Hikma Ventures has invested and continues to invest in companies in the digital health space, globally, that have the potential to enhance our value chain and pipeline.

**Geographics:** United Kingdom, Europe

**Products:** Digital health



#### Contacts:

www.hikmaventures.com  
London  
United Kingdom

## MIG Verwaltungs AG

## Expert Jury



### Boris Bernstein, Partner, Venture Capital

Partner at MIG in Munich, Germany. MIG is an early stage technology-focused VC, investing from deep tech to life sciences. 1bn EUR committed capital, currently 25 portfolio companies. Board member of Liva Healthcare, Temedica and wealthpilot. Previously with Allianz Capital Partners and Goldman Sachs. Chartered Financial Analyst. BA Harvard University, MSc Georgetown University.

**Geographics:** Germany, Europe

**Products:** Private Equity, venture capital

### MIG Verwaltungs AG

**MIG Verwaltungs AG is a venture capital firm specializing in seed/startup, early venture, mid venture, late venture, and later expansion investments**

MIG Verwaltungs AG is a venture capital firm specializing in seed/startup, early venture, mid venture, late venture, and later expansion investments. The firm seeks to invest in small and medium sized companies of all industries with a focus on life science and technology companies. It prefers to invest in companies based in Germany, Austria, and Switzerland. The firm invests minimum €0.1 million (\$0.14 million). It typically exits its investment between four years and eight years. MIG AG is founded as the management company of MIG Fonds in 2004. In 2014, MIG became an authorized AIF Manager through permission in accordance with §§ 20, 22 KAGB (German Capital Investment Act). The investment funds managed by MIG AG invest in start-up businesses in important high-tech sectors of various industries: biotechnology, medical devices, material and clean technology, information technology and automation engineering.

**Geographics:** Germany

**Products:** Energy; Clean Technology; Environment



#### Contacts:

www.mig.ag  
Munich  
Germany



## Techwald Holding S.p.A.

## Expert Jury



**Luca Binda, Investment Manager**

Luca Binda graduated MSc in Mechanical Engineering at Politecnico di Milano, and Doctor of Sciences (PhD) in Mechanical Engineering at ETH Zurich (Switzerland) and completed his studies with an MBA (Master of Business Administration) at SDA Bocconi in Italy. Since 2004 he has been involved in R&D of mechanical systems, first in automotive with the FCA group, and ultimately within ETH Zurich and EMPA.CH in the field of mechanics for modeling and simulation as well as engineering materials analysis. From 2009 to 2018 he was a senior investment manager @ Atlante Ventures focusing on early and growth stage medtech investments. From 2018 he is managing partner and investment director at Techwald Holding

**Geographics:** Europe, Israel, Switzerland

**Products:** Life Sciences, Medtech, Industrial Products; Materials & nanotech

### Techwald Holding S.p.A.



TechWald is a participation holding company active in medtech. We are scouting, investing and supporting high growth potential early stage companies committed to develop Healthcare Innovation.

**Geographics:** United States of America, Europe, Israel

#### Contacts:

www.techwald.com/  
Milan  
Italy

## Omnes Capital

## Expert Jury



**Guillaume Blavier, Venture Capital Analyst - Life Sciences**

Guillaume Blavier joined Omnes Venture Capital team in May 2019 as Analyst. Guillaume graduated with a master's degree in Business Development from Audencia Business School. He holds a diploma in pharmacy from Rouen University.

### Omnes Capital

#### 16 years' experience in financing SMEs

Omnes Capital, a leading name in private equity, has developed its expertise in all areas, from business start-ups to buy-out/buy-in capital: Venture Capital, Expansion Capital & Buy-Out/Buy-In Capital, Renewable Energy. Omnes Capital's venture capital team acquires minority stakes in young companies with high growth potential. Its main areas of interest are financing innovative business ventures in the information technology and life sciences sectors, covering all stages from seed capital to later phases. For 12 years, Omnes Capital has managed FCPI mutual funds (French regulated mutual funds investing in innovative companies) sold to individual clients of the Crédit Agricole Group networks. Omnes Capital regularly tops the rankings for FCPI fund raising.

**Geographics:** Italy, France, Western Europe

**Products:** Life Sciences, Medtech, TMT



#### Contacts:

www.omnescapital.fr  
Paris  
France

## Noaber Ventures

## Expert Jury



### Matthijs Blokhuis, Managing Director

Active, positive people who take initiative and who want to implement changes with conviction and passion. Changes that contribute towards healthy living. That gives me energy in both my work and life. Fortunately, I can work on a daily basis with enterprising people and teams that are so organized. Our aim is to achieve valuable and sustainable changes and innovations. Innovations that benefit as many citizens, patients, professionals and organizations as possible, and that make them live healthier. And making use of new technological possibilities; actually, doing so, and not just theoretical views. With our team, we help the initiators of these projects and participation to connect conviction and passion to realism and practical solutions. The fact that I can lead that team makes me proud. It is challenging to get the best out of people without losing sight of the goal.

**Geographics:** Europe, Netherlands

**Products:** Digital health



### Noaber Ventures

**Noaber Ventures invests through several funds in technology-driven healthcare innovations in the early & growth-stage of their company cycle. We acts as an active impact investor, putting our extensive network within healthcare to the disposal of investees**

Noaber Ventures is the impact investment arm of the Noaber Foundation, a family foundation - founded in 2000 - stimulating and financing initiatives with a societal impact with a focus on healthcare and healthy ageing. Financial returns are being re-invested or donated within the healthcare space.

#### Contacts:

[www.noaber.com](http://www.noaber.com)

Lunteren  
Netherlands

**Geographics:** Europe, America

**Products:** Digital health

## Vertical Health Accelerator

## Expert Jury



### Paolo Borella, CEO & Co-founder

Paolo is CEO & Co-founder of Vertical, where he heads the acceleration program. Paolo has been involved in business acceleration and startups for several years; as Director of AppCampus the Aalto University-Microsoft-Nokia program with a 21M€ fund he helped accelerate the Windows Phone ecosystem across the world. His previous work included running a 7 million people, 10M USD/year online community as a Vice President at Fox Mobile Distribution in Germany. Earlier Paolo spent 12 years at Nokia serving as Director for the Portfolio Management for Service and Software go-to-market, spending five years in Singapore. Earlier in his career he developed his Change Management and Process Improvement skills with General Electrics, working in the ED&C Business in Italy and with a six-month rotation in the Corporate Audit Staff based in Albany, USA.

**Products:** ICT, Life Sciences, Sensors & connected devices (tracking & Dx)

### Vertical Health Accelerator

**We invest in Health and Wellbeing to help startups and enterprises accelerate health & happiness ideas**

At Vertical health accelerator we help entrepreneurs and corporate venturing teams evolve their health, wellness, sports, wearable and smart home ideas for increased health and happier life. We help turning concepts to minimum meaning full products; fit for market, appealing to customers and delightful to users. People are in the center, we mix deep design skills with wide industry understanding across all disciplines of health and digital.

**Geographics:** Europe, Finland

**Products:** Life Sciences, Medtech, Digital health



**VERTICAL**  
THE HEALTH ACCELERATOR

#### Contacts:

[www.vertical.vc/](http://www.vertical.vc/)

Espoo  
Finland

## M&M Growth Partners

**Expert Jury**



**Harry Brade, Partner**

My primary professional context is M&M Growth Partners which is two family offices (M1 Capital and Medical Investment Trust) acting together as one. We are three Equal Partners: Harry Brade, Mikko Leino and Hanna Brade. We invest in growth companies in Life Sciences and ICT. I am also Chairman at Medical Investment Trust Oy: a listed closed end fund founded in the 1980s that invests mainly in listed Life Science companies. MIT tops mutual funds/ peers on investment returns globally.

### M&M Growth Partners

#### We invest in Growth Companies in Life Sciences and ICT.

M&M Growth Partners is two family offices (M1 Capital and Medical Investment Trust) acting together as one. Our investment focus areas are Healthcare and ICT. Some core areas of interest for us are: • Analytics, Big Data, AI, Decision Support • Genetics, Biobanks, Personalized Medicine, Central Nervous System • Industrial internet & IoT. We prefer to invest in syndicates. We are also members of FiBAN and work closely with some of the leading players in the field including Inventure, Lifeline Ventures, GE Village, Vertical, Startup Health and a number of stock listed Life Science and ICT sector corporations and have strong liaisons to the international VC community. We are active and hold board / positions of trust in FiBAN, TEKES and other governmental organizations and industry groups. We aim to impact and make a difference in the growth companies we invest in and do not hesitate to take a Board or Observer seats in their respective Board of Directors.

**Geographics:** Europe

**Products:** ICT, Life Sciences, Medtech

#### Contacts:

www.m1capital.fi  
Helsinki  
Finland



## Panakès Partners

**Expert Jury**



**Barbara Castellano, Investor**

Former CEO Techwald - Former Director Clinical Affairs, Certifications and Registrations, Quality Assurance CID SpA - Former Director Business Development, Heart Valves BU at Sorin - Strong Knowledge in the cardiovascular sector - Msc in Medicinal Chemistry and Technology @ University of Perugia and MBASDA Bocconi

**Products:** Life Sciences

### Panakès Partners

#### Life Science dedicated Fund Management Company

Panakes Partners is a Venture Capital investor that finances medical companies, early stage startup and SMEs, with extremely promising products and great ambition, in Europe and Israel. Thanks to its strong entrepreneurial and financial experience the team provides more than capital, and aims at working together with entrepreneurs to develop successful businesses as an active and well-connected investor. Panakes also has strong relationships with selected industrial partners to help companies to accelerate their development.

**Products:** Life Sciences, diagnostics, Medical Devices

#### Contacts:

www.panakes.it  
Milan  
Italy



## OpenCircle Capital

**Expert Jury**



### Jens Kristian Damsgaard, Director

Partner OpenCircle Capital and CEO Science Ventures Denmark. Only(!) looking for: 1) investment opportunities in companies interested in locating activities in Lithuania 2) Companies interested in R&D collaboration with Danish universities 3) Companies looking for fundraising consulting

**Products:** ICT, Life Sciences, Energy; Clean Technology; Environment

### OpenCircle Capital

#### VC fund

Early stage investment in tech companies

**Products:** ICT, Energy; Clean Technology; Environment



#### Contacts:

www.opencirclecapital.li  
Vilnius  
Lithuania

## Harbert European Growth Capital

**Expert Jury**



### Lyall Davenport, Associate

Lyall joined the Harbert European Growth Capital Fund (HEGCF) in March 2015. He assists the team across all aspects of the investment process and research related to the marketing of the fund. Prior to joining HEGCF, Lyall was the Director of Marketing at a start up in the United States, providing SME's with marketing and analytics tools. He holds a Bachelor's Degree from the University of California, Berkeley where he studied International Business and Development.

**Geographics:** United Kingdom, Europe

### Harbert European Growth Capital

**Harbert European Growth Capital invests in high growth European companies across a range of Life Sciences and Technology sectors.**

Harbert European Growth Capital ("HEGC") is a trusted investment partner to 45 entrepreneurial technology and life sciences businesses in Europe. Examples of companies previously supported by HEGC include Unruly Media (sold to News Corporation) and MyOptique (sold to Essilor) and HEGC continues to seek active debt investment opportunities in private and public markets in the €1-20M range. HEGC is an investment strategy backed by institutional investors and cornerstone sponsor Harbert Management Corporation ("HMC"). HMC is an alternative asset management firm with \$4.5B in regulatory assets under management as at 31 December 2016 across real estate, private capital and hedge fund investment strategies.

**Geographics:** United Kingdom, United States of America, Europe

**Products:** Life Sciences, Medtech, TMT



#### Contacts:

www.harbert.net  
London  
United Kingdom

## Hadean Ventures

## Expert Jury

**Markus Dietrich, Investment Analyst**

Markus Dietrich, PhD is Investment Analyst at Hadean Ventures, a pan-European life-science venture fund based in Oslo. Hadean Ventures invests into start-up companies, which develop patient focused healthcare products across all relevant technologies including devices, drugs, diagnostics and e-health with a strong focus on clinical efficacy. His academic background as PhD in oncology provides him with a good understanding of the field. He has worked with scientific and business development in start-up companies and invested in a variety of early stage companies across various sectors. Markus holds a PhD with a focus in Oncology from the University of Oslo and a Master of Science in Molecular Medicine from NTNU Trondheim.

**Geographics:** Europe, Finland, Norway

**Products:** Life Sciences, Digital health, Medical Devices

**Hadean Ventures**

Our passion is to make a real difference to patient lives across the world and help fight diseases and the suffering they generate. Our goal is to become a major contributor in the advancement of new treatments with impactful clinical benefits for patients worldwide. Our method is to take ownership stakes in thoroughly selected disruptive companies developing these treatments. Our people combine an in-depth knowledge of medicine and life sciences, extensive investment experience at prestigious venture capital funds and strong track record of operational and hands-on management of start-ups.

**Contacts:**

hadeanventures.com/  
Oslo  
Norway

## Creax Health Oy

## Expert Jury

**Heikki E Rautajoki, Executive Chairman**

Co-founder of several start-ups and advisor for over 250 start-ups and early-stage growth companies from 1998 till present. Co-founder of one of the first technology business incubators in Finland – together with Technopolis Oyj and Marketing Institute – acting as CEO and Board member 1998-2008. Pioneer in cross-border incubation, awarded by NBIA (USA) for cross-border activities in the Baltics and NW Russia. Co-founder and seed investor at Creax, MobiDiag, Medigoo, MobiAir Diagnostics, AirDetec, FirstExit and FutureHealthSolutions; advisor at Helsinki Ear Institute, Elixioil and NovaVitaKlinikk, angel investor at Medigoo and Wello. Angel investor at FiBAN/EBAN HealthTech network and M&A/Exit Advisor at FirstExit in affiliation with Suomen Yrityskaupat Ltd. Accredited EU Horizon2020 (Phase I & II) HealthTech evaluator and SPARK (Finland) Life Science & HealthTech mentor. Accredited TEKES/Business Finland Innovation service provider.

**Geographics:** Europe

**Products:** Healthcare, AI based community based diagnosis, Health Tech

**Creax Health Oy**

CreaxHealth is focusing on life science and health tech start-ups and early-stage companies providing advisory services and funding in affiliation with leading early-stage investor network in Europe. CreaxHealth assist early-stage companies both in business evaluation and commercialization and building roadmap to next funding round and M&A/ exit strategies. CreaxHealth is collaborating with innovative stakeholders in life science and health tech space, such as VTT Technical Research Centre of Finland, HUS Helsinki University Hospital, BusinessFinland, Health Capital Helsinki and SPARK Global Network.

**Contacts:**

www.creaxhealth.com  
Helsinki  
Finland



**Siemens Healthcare Oy****Expert Jury****Jarno Eskelinen, Managing Director at Siemens Healthcare Oy (Finland and Baltic)**

Jarno Eskelinen, Managing Director at Siemens Healthcare Oy (Finland and Baltic)

**Siemens Healthcare Oy****Leading medical technology company**

At Siemens Healthineers, our purpose is to enable healthcare providers to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, and improving patient experience, all enabled by digitalizing healthcare. An estimated five million patients globally everyday benefit from our innovative technologies and services in the areas of diagnostic and therapeutic imaging, laboratory diagnostics and molecular medicine, as well as digital health and enterprise services. We are a leading medical technology company with over 170 years of experience and 18,000 patents globally. With about 50,000 dedicated colleagues in over 70 countries, we will continue to innovate and shape the future of healthcare.

**Contacts:**

[www.healthcare.siemens.com/](http://www.healthcare.siemens.com/)

Espoo  
Finland

**Robert Bosch Venture Capital GmbH****Expert Jury****Sascha Fritz, Investment Principal**

Sascha is Investment Principal with RBVC located in the Stuttgart office. Prior to Bosch, as Head of Venture Capital, he was responsible for managing the Seed-and VC-Funds with their broad investment focus as well as heading the Venture Capital Team at a local investment company. By leading numerous transactions, he backed his strong transaction and financial experiences. Before heading the team, Sascha gained experience as Investmentmanager in this sector. Prior to focusing on VC investments, he started his career as Consultant in Corporate banking. Sascha holds a bachelor degree in Business Administration of the Baden-Württemberg Cooperative State University and the CPEA certificate from the Technical University Munich.

**Robert Bosch Venture Capital GmbH****Corporate Venture Capital Company of the Robert Bosch GmbH**

RBVC ([www.rbvc.com](http://www.rbvc.com)) is the corporate venture arm of Robert Bosch GmbH ([www.bosch.com](http://www.bosch.com)). The VC fund invests worldwide in start-up companies with an investment focus on technology companies along the line of Bosch current and future business. RBVC provides capital for minority stakes in start-ups from early to expansion stage.

**Contacts:**

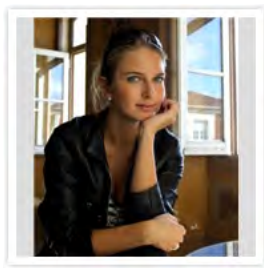
[www.rbvc.com](http://www.rbvc.com)  
Gerlingen  
Germany

**Geographics:** Northern America, Europe, Singapore

**Products:** Energy; Clean Technology; Environment, Machinery/Electrical Equipment, Industrial Products; Materials & nanotech

## Inventure

## Expert Jury



### **Ekaterina Gianelli, Investment Director**

Ekaterina is an Investment Director at Inventure, a leading early-stage venture capital firm in the Nordics. Ekaterina focuses on seed- and early-stage investments, including consumer internet, software, marketplaces and ecommerce businesses. Prior to joining Inventure, Ekaterina has been involved in scaling several innovative companies, including a design consultancy Fjord (acquired by Accenture Interactive) and an adtech startup Kiosked. Ekaterina holds an MBA degree in service design & innovation. Her passion lies in solving consumers' problems with design & technology.

**Geographics:** Northern Europe

**Products:** ICT

### **Inventure**

**Inventure is a venture capital investor in high-tech seed and early stage companies in the Nordics and Baltics**

Inventure is a Nordic technology fund backing early-stage entrepreneurs. Having its roots in Finland, we enjoy domains many don't feel comfortable with, and make big bets on deep tech. The strong capital base allows us to lead investments starting from initial seed-stage all the way through expansion.

**Geographics:** Finland

**Products:** Web & Mobility, ICT

### **Contacts:**

[www.inventure.fi](http://www.inventure.fi)

Helsinki

Finland



## Medtronic

## Expert Jury



### **Dan Gilbertson, Sr. Business Development Manager**

Dan Gilbertson works in Medtronic's EMEA region on Business Development activities, including acquisitions, investments, partnerships and collaborations with a focus on services, solutions, and value based care models. Dan has been based at Medtronic's facilities in Tolochenaz, Switzerland since early 2014. Prior to this role in Europe, Dan worked in a similar role within Medtronic's Neuromodulation business unit based in Minneapolis, MN, where he focused on drug/device partnerships. Dan has an MBA from the Carlson School of Management at the University of Minnesota and a BA in Economics from St. John's University.

**Geographics:** Europe

**Products:** Life Sciences

### **Medtronic**

**Medtronic is the world's largest medical technology company, offering an unprecedented breadth and depth of innovative therapies to fulfill our Mission of alleviating pain, restoring health, and extending life.**

Medtronic is the world's largest medical technology company, offering an unprecedented breadth and depth of innovative therapies to fulfill our Mission of alleviating pain, restoring health, and extending life. Last year, more than 9 million people benefited from our medical therapies, which treat cardiac and vascular diseases, diabetes, and neurological and musculoskeletal conditions.

**Geographics:** Europe, Switzerland, America

**Products:** Life Sciences, Medical Products & Services, Medtech

### **Contacts:**

[www.medtronic.com](http://www.medtronic.com)

Tolochenaz

Switzerland





**UCB Ventures****Expert Jury****Delphine Hajaji, UCB Ventures Partner**

Delphine Hajaji has 14 years of Digital/Tech experience across various industries, the past seven of which in pharma. Between 2012-2019 Delphine was responsible for the data and technology strategy and implementation of all non-drug solutions at UCB: biosensors, e-devices, diagnostic tools, companion apps. In addition, she has been responsible for strategy & implementation of several global multichannel campaigns at UCB and in previous roles at other pharma companies (GSK Vaccines, BMS EMEA, Pfizer EMEA). Prior to UCB, as a management consultant, Delphine advised blue-chip European companies how to thrive in a digital world: her scope encompassed business model innovation, operating model changes and program management. Delphine Hajaji has an MBA from Vlerick Management School and a Master's degree in History from Ghent University.

**Geographics:** Europe**Products:** e-devices, diagnostic tools, companion apps**UCB Ventures**

UCB Ventures is a €150 million strategic corporate venture fund established in 2017 to further strengthen UCB's ability to create value from novel insights and technologies that can transform the lives of patients suffering from severe diseases. We invest in innovative therapeutics and technology platforms that are early stage and higher risk, in areas adjacent to or even beyond UCB's therapeutic focus on neurology/neurodegenerative diseases, immunology and muscular skeletal/bone health. Our team initially made four fund-to-fund investments in selected Healthcare Venture Funds in 2017, and is now focused on long term, direct investments in the US and Europe. Our first direct investment is in StrideBio, a US-based gene therapy company, with several more investments to come in the near future.

**Geographics:** Northern America, South America, Asia**Products:** Life Sciences, digital health programme, White Biotechnology**Contacts:**

[www.ucbventures.com](http://www.ucbventures.com)  
Brussels  
Belgium

**TruVenturo****Expert Jury****Florian Haupt, Partner**

Florian is a Partner at TruVenturo since 2016, covering parts of the existing portfolio and developing new ventures. In his role he is responsible for investments and launching new business concepts, especially in the Life Science, Healthcare and HR space. Furthermore, he supports the portfolio companies to create a sustainable organizational structure as basis for their growth. Florian has a strong background in Financial Services and Management Consulting. Previously Florian has worked 5 years as Project Manager at Deutsche Bank's Group Management Consulting division. He holds a degree in Management from ESCP Europe focusing on Finance and Capital Markets.

**Geographics:** United States of America, Europe**Products:** neurotech, Digital health, Lifesciences**TruVenturo**

We provide our ventures with a seed investment which enables them to reach the proof of concept and proof of technology stages. If necessary, we'll even inject fresh capital again. And if we deem it strategically beneficial, we'll engage additional investors already in early stages. Later on, in order to finance further growth, we'll make use of our network of successful international venture capitalists who subscribe to the same global orientation as our investment management companies.

**Contacts:**

[www.truventuro.com/](http://www.truventuro.com/)  
Hamburg  
Germany

## IBM Finland

## Expert Jury



### Miikka Kiiski, Business Development Executive

Miikka Kiiski is a business development executive at IBM Finland, currently responsible for running the Watson Health Center facility in Helsinki and developing IBM's healthcare partner ecosystem. Miikka has an extensive background helping both public and private sector clients grow for over 25 years. He has been working with healthcare and governmental sector clients for several years, and was before his current position building global partnerships with IBM's clients in the industrial sector. Miikka has an M.Sc in engineering. He enjoys cycling, running and other outdoors activities, reads history and is interested in platform economy and digital transformation.



### IBM Finland

**IBM Healthcare solutions help organizations deliver value and reduce costs, improve the health of populations, and engage individuals in their own health.**

IBM Healthcare solutions help organizations deliver value and reduce costs, improve the health of populations, and engage individuals in their own health. The mission of IBM with Watson Health is to help governments improve people's lives, increase value and lower costs through the power of cognitive insights.

#### Contacts:

[www.ibm.com/planetwide/fi/](http://www.ibm.com/planetwide/fi/)  
Helsinki  
Finland

**Geographics:** Europe, Finland

**Products:** Medtech, Other Product/Technology

## Inventure

## Expert Jury



### Tuomas Kosonen, Partner

Tuomas is partner at Inventure, a leading early-stage venture capital company in the Nordics. His interests are in software and health tech. Among the investments that he manages are Blueprint Genetics, Thinglink, Bitbar, Scoro and Nordigen. Besides creating value in the portfolio companies, he is also actively contributing to start-up ecosystem by mentoring and participating in different accelerator programs in the region. Prior to joining Inventure, Tuomas worked as a CFO for Rovio Entertainment, an entrepreneur, attorney and in-house legal counsel for Nokia.

**Geographics:** Europe, Finland

**Products:** Web & Mobility, ICT

### Inventure

**Inventure is a venture capital investor in high-tech seed and early stage companies in the Nordics and Baltics**

Inventure is a Nordic technology fund backing early-stage entrepreneurs. Having its roots in Finland, we enjoy domains many don't feel comfortable with, and make big bets on deep tech. The strong capital base allows us to lead investments starting from initial seed-stage all the way through expansion.



#### Contacts:

[www.inventure.fi](http://www.inventure.fi)  
Helsinki  
Finland

**Geographics:** Finland

**Products:** Web & Mobility, ICT

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4BIO Capital PartnersExpert Jury

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**Dmitry Kuzmin, Managing Director**

Dr. Kuzmin has extensive knowledge in life sciences and venture capital with over 10 years of academic and investment experience. Before co-founding 4BIO, Dr. Kuzmin was engaged with several venture capital funds and family offices as a scientific advisor and later Chief Scientific Officer, while also pursuing an academic career. He led the 4BIO effort to promote the advanced therapies field in the past few years. Dr. Kuzmin published 15 original research papers in a wide area of interests spanning neurochemistry, tissue, and systems neuroscience, connectomics, optogenetics, and biotechnology & venture capital policy. He received award recognition for his work on the structural basis of assembly of ligand-gated ion channels. Dr. Kuzmin trained and conducted research at the University of Oxford, University College London, Lomonosov Moscow State University, and the Max Planck Institute for Brain Research (Frankfurt). He holds a Ph.D. in neurochemistry.

**Geographics:** Europe**Products:** neurochemistry, Biotechnology, neuroscience

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**4BIO Capital Partners**

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**We focus on long-term quality and performance of portfolios from day one**

We are a London-based firm focused on private equity and venture capital in life sciences. We work in high growth and high return segments of biotech - biologics, gene and cell therapy and bioinformatics.

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**Contacts:**

www.4biocapital.com  
London  
United Kingdom



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Innovestor VenturesExpert Jury

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**Petri Laine, Managing Partner**

Petri is managing partner at Innovestor Ventures. Innovestor has the largest portfolio of VC-backed companies in Finland, well over 100 companies in all fields of technologies. He holds a Licentiate degree in accounting from the Tampere University (FI) and Master of Science degree in economics and finance from the Loughborough University (UK). He was associate professor at Tampere university before moving over to venture capital in 2005 via seven years in corporate finance. Currently he is a board member in five companies (Goodmill Systems, M-Brain, Multitaction, Nanocomp and Senisire) and observer in several other companies. Petri is IVC council member.

**Geographics:** Europe, Finland**Products:** Life Sciences, Energy; Clean Technology; Environment, Other Product/Technology

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**Innovestor Ventures**

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**Extensive international networks which support portfolio companies to grow, develop and achieve their full potential**

Innovestor Ventures manages the largest portfolio of venture backed companies in Finland.. Portfolio consists of almost 100 high-tech companies in all fields of technology, including life science, med tech and clean tech. Extensive international networks which support portfolio companies to grow, develop and achieve their full potential.



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**Contacts:**

www.innovestorventures.com  
Helsinki  
Finland

**Geographics:** Europe, Russian Federation**Products:** Life Sciences, consumer goods, Healthcare

## Capricorn Partners

## Expert Jury



**Marc Lambrechts, Senior Investment Manager**

Marc's investment interests are related to technology fusion and today more specifically digital healthcare & data driven opportunities including Industry 4.0 and IoT. Marc was in charge of the successful investments in Enfocus, FillFactory & Punch Powertrain. He serves on the board of FEops, Bluebee, Sensolus, Arkite, Indigo Diabetes & Leuven.inc. Prior to joining Capricorn Venture Partners in March 1998 Marc served for six years as Senior Scientific Adviser at IWT, a government agency which promotes and supports industrial research in the Flemish region of Belgium. He combined that role with the responsibility for the agency's advanced materials programme. Prior to IWT he worked two years at the European R&D lab of Terumo Europe NV where he was Divisional Head, New Technology Centre. Marc has a PhD in Electrical Engineering of the University of Leuven (KU Leuven ESAT) where he studied microelectronic engineering.



**Products:** IoT, Medtech, Machinery/Electrical Equipment

### Capricorn Partners

**Capricorn Partners is an independent European manager of venture capital and equity funds, investing in innovative European companies with technology as competitive advantage.**

Capricorn Partners is an independent European manager of venture capital and equity funds, investing in innovative companies with technology as competitive advantage. The investment team of Capricorn is composed of experienced investment managers with deep technology expertise and a broad industrial experience. Capricorn Partners is investing out of the private venture capital funds Capricorn ICT Arkiv Fund, Capricorn Sustainable Chemistry Fund, Capricorn Cleantech Fund and Capricorn Health-tech Fund. In addition, it is the management company of Quest for Growth, quoted on NYSE Euronext Brussels, and the investment manager of Quest Cleantech Fund and Quest+, sub-funds of Quest Management SICAV. For more info : [www.capricorn.be](http://www.capricorn.be)

**Geographics:** Northern America, Europe, Israel

**Products:** IoT, Life Sciences, Medtech

#### Contacts:

[www.capricorn.be](http://www.capricorn.be)  
Leuven  
Belgium

## M&M Growth Partners

## Expert Jury



**Mikko Leino, Partner**

I am partner at M&M Partners which is two family offices (M1 Capital and Medical Investment Trust) operating as one. We are three partners: Harry Brade, Mikko Leino and Hanna Brade. Our investment area is growth companies in Life Sciences and ICT.

**Geographics:** Finland,

**Products:** Digital health

### M&M Growth Partners

**We invest in Growth Companies in Life Sciences and ICT.**

M&M Growth Partners is two family offices (M1 Capital and Medical Investment Trust) acting together as one. Our investment focus areas are Healthcare and ICT. Some core areas of interest for us are: • Analytics, Big Data, AI, Decision Support • Genetics, Biobanks, Personalized Medicine, Central Nervous System • Industrial internet & IoT. We prefer to invest in syndicates. We are also members of FiBAN and work closely with some of the leading players in the field including Inventure, Lifeline Ventures, GE Village, Vertical, Startup Health and a number of stock listed Life Science and ICT sector corporations and have strong liaisons to the international VC community. We are active and hold board / positions of trust in FiBAN, TEKES and other governmental organizations and industry groups. We aim to impact and make a difference in the growth companies we invest in and do not hesitate to take a Board or Observer seats in their respective Board of Directors.

**Geographics:** Europe

**Products:** ICT, Life Sciences, Medtech

#### Contacts:

[www.m1capital.fi](http://www.m1capital.fi)  
Helsinki  
Finland



## Innogest Capital

## Expert Jury



### Giovanni Leo, Partner

Giovanni Leo serves as Venture Partner at Innogest Capital. He has been VP R&D of St Jude Medical since the acquisition of Endosense in 2013 which he co-founded to develop novel technology for the catheter ablation treatment of cardiac arrhythmias. Prior to Endosense, Giovanni was the director of the Geneva offices for Acrostak Corp., a Boston-Scientific funded medical device company that developed the only European system for vascular brachytherapy. He was also co-founder of Isotopes and Metals Ltd., an emerging medical device company focused on technology for prostate and gynecological brachytherapy. Giovanni previously held a software quality manager position at LeCroy Corp. as well as a CERN fellowship in the Accelerator Technology, Industrial Controls Group. Giovanni earned an Executive MBA in Management and Corporate Finance from the HEC of Lausanne, following a degree in management engineering from Politecnico of Milano, Italy.

**Products:** Life Sciences, Healthcare, cardio & catheter ablation

### Innogest Capital

#### Seed & early stage venture capital

Innogest is a Venture Capital firm founded in 2005 with the mission to generate high-level returns for its investors by turning entrepreneurship and technology into fast-growing and successful companies. With more than 100 years of cumulative professional experience in the digital and medtech fields, Innogest invests in the best of breed of Italian companies with global ambitions. Innogest has offices in Turin, Milan (Italy), Berlin (Germany) and San Francisco (USA).

**Geographics:** Italy

**Products:** Life Sciences, Medtech, E-Commerce



#### Contacts:

[www.innogest.it](http://www.innogest.it)  
Turin  
Italy

## Wille Finance AG

## Expert Jury



### Gabriela Leza, Investment Manager at Wille Finance AG

After having built a background in Economics and Business Administration, Gabriela Leza proceeded to integrate Wille Finance's private equity/venture team in 2015. Initially focusing on Technology investments, aligned with Wille Finance's strategic expansion, Gabriela extended her focus into Biotech, Pharma and Medtech; thus becoming an Investment Manager within such areas.

**Geographics:** Europe, Switzerland

**Products:** Medtech, LifeScience, pharmaceuticals

### Wille Finance AG

**Wille Finance AG is a multi-family office with an entrepreneurial spirit, focusing on Private Equity, Real Estate, Digital Media & Listed Assets.**

In private equity, our mission is to help organisations become successful and enduring businesses by providing a network, capital and operational experience. We invest into Early Stage, Growth Stage and Later Stage companies within Life Science & ICT. All the while being able to maintain a long-term investment horizon. In early stage we invest up to CHF 2Mio in the first round. In growth companies with sustainable business models we can invest up to CHF 10 Mio (over a course of investment rounds). So far, we have made 30 investments and performed 6 successful exits (IPO; trade sale; asset deal).  
<https://www.willefinance.com/private-equity/>



#### Contacts:

[www.willefinance.com/private-equity/](http://www.willefinance.com/private-equity/)  
Zürich  
Switzerland

**Geographics:** Europe, Switzerland

**Products:** ICT, Lifesciences,



## Asabys Partners

## Expert Jury

### Guillem Masferrer, Investment Associate



Guillem Masferrer is an investment associate at Asabys Partners responsible of sourcing, structuring and executing venture deals. At Asabys Partners, Guillem is primary focused on the definition of relevant investment targets, being also actively involved in portfolio companies management, both as a representative in the government bodies and from a corporate development point of view. For the past four years, Guillem managed the healthcare portfolio at Caixa Capital Risc (CCR), where he was primary responsible of three biotech venture funds. Previous to that, Guillem worked four years at EY within the Transaction Advisory Services where he provided financial and business advice to large corporations, private equity and venture capital investors on transaction processes.



### Asabys Partners

#### VC Investor Specialized in human healthcare (biotech, medtech, health innovations)

Asabys Partners (Asabys) is a professional investment firm that works closely with entrepreneurs to build health and innovation companies with technologies and products designed to transform people's lives and provides disruptive solutions to current health challenges.

#### Contacts:

asabys.com/  
Barcelona  
Spain

## Hatch@Takeda, Takeda Digital Venture

## Expert Jury

### Bruce Meadows, Founding Partner



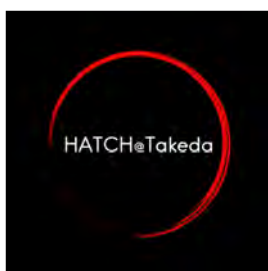
Investor with over fifteen years of venture capital and hands-on entrepreneurial, marketing and board experience. Proven ability to make profitable investments and build successful companies. Since 2015, he is Founding Partner of Innovation Investment Partners. Recently Bruce is Entrepreneur in Residence - Hatch@Takeda at Hatch@Takeda, Takeda Digital Venture. Specialties: Venture Capital, deal structuring and execution, due diligence, business development, exits

**Products:** Life Sciences, Medical Devices, Regenerative Medicine

### Hatch@Takeda, Takeda Digital Venture

**Hatch@Takeda, a private equity firm and foundry dedicated to inventing and investing in digital health ventures.**

**Geographics:** United States of America, Europe



#### Contacts:

www.takeda.com  
Zurich  
Switzerland



## Conor Venture Partners Oy

## Expert Jury



### Jari Mieskonen, Managing Partner

With almost two decades of experience in technology financing, Jari has seen the ups and downs of the industry many times over. His ability to put things in perspective helps entrepreneurs understand the undercurrent and maintain focus on the essential. Prior to Conor, Jari worked as Founding Partner at Eqvitec Partners, a Finnish venture capital company, and as Investment Director in charge of seed and early stage investments at Sitra, the Finnish Innovation Fund. He has served as a board member in several early stage venture funds and numerous start-up companies. Jari is now most actively involved with Crystalsol and TactoTek.

**Products:** ICT, Deep Tech, Mobile Applications

### Conor Venture Partners Oy

**Conor Venture Partners is a leading early-stage technology VC investing in Nordic and the Baltics. Conor invests in disruptive technologies in ICT, embedded systems, electronics, new materials and optics.**

Conor Venture Partners is a leading early-stage technology VC investing in the Nordics and Baltics. Conor invests in disruptive technologies in software, embedded systems, electronics, new materials and optics. The Conor portfolio includes companies such as Neo Technology, Sticky, Omegawave, Fits.me, BehavioSec, Tactotek, Supponor Systems, Eniram, Scoopshot and Verto Analytics. For more information, please visit [www.conor.vc](http://www.conor.vc).

**Geographics:** Finland

**Products:** ICT, Semiconductors, Software & IT Services

**Contacts:**  
[www.conor.vc](http://www.conor.vc)  
Espoo  
Finland

CONOR

## DiaMed Care

## Expert Jury



### Christine Müller, Principal

Christine Müller is Principal at DiaMedCare. Before joining the team, she was advising international clients within PwC's Pharma & Life Sciences industry practice focusing on business transformation projects. Her tenure at aeris CAPITAL (now Calibrium) provided her with a rich experience in managing life sciences venture capital investments in Europe and the US. Prior, she served as Assistant to a Member of the Central Managing Board of the Württemberg Group responsible for group financing, Württemberg's financial services and China. Christine holds a Master degree in Banking and Finance and a Bachelor degree in Economics from the University of St.Gallen (HSG).

### DiaMed Care

**We care for innovation- Vendor financing solutions for medtech and life sciences**

DiaMedCare started out in 2016 to become the first, globally active asset financing boutique in the healthcare and broader life sciences sector offering specialized solutions – tailored to every product and every go-to-market strategy. We focus on pay-per-use, renting and leasing solutions for innovative diagnostics and medical equipment. The founding team brings a unique combination of financial expertise, longstanding experience with innovative diagnostics and medical devices, and in-depth know-how within the healthcare market to the table.

**Contacts:**  
[diamed.care/#top](mailto:diamed.care/#top)  
Basel  
Switzerland

DiaMedCare

## Pihlajalinna

## Expert Jury



### Leena Niemistö, Vice-Chairman of the Board of Directors

Leena Niemist (b. 1963) is Vice Chairman of the Board of Directors of Pihlajalinna Plc. She previously served as Deputy CEO of Pihlajalinna Plc (2013–2016) and as CEO of Dextra Oy (2003–2016). She has also worked as Specialist at Kuntoutus Orton in 2000–2004. Niemist is Chairman of the Board of LymphaTouch Inc, DBC Global Inc, and BN Clarity Inc, and Board Member of Elisa Corporation, Stockmann plc, Raisio plc and Suomen Messut Osuuskunta, among others. She is a MD, PhD and a Specialist in Physiatics.

**Products:** Life Sciences, FoodTech, Digital health

### Pihlajalinna

**Pihlajalinna is one of the leading private social and healthcare services providers in Finland.**

Pihlajalinna provides social and healthcare services for households, companies, insurance companies and public sector entities in private clinics, health centres, dental clinics and hospitals around Finland. Pihlajalinna provides general practitioner and specialised care services, including emergency and on-call services, a wide range of surgical services as well as occupational healthcare and dental care services, in private clinics and hospitals operating under the Dextra brand. Under the Pihlajalinna brand the company, in cooperation with the public sector, offers social and healthcare service provision models to public sector entities with the aim of providing high quality services for public pay healthcare customers. Pihlajalinna aims to be a nationwide and comprehensive social and healthcare services provider for both private and public sector customers.

**Geographics:** Europe

**Products:** Life Sciences, Digital health

### Contacts:

www.pihlajalinna.fi  
Tampere  
Finland



## Tera Ventures

## Expert Jury



### Andrus Oks, Founding Partner

Andrus Oks is a Founding Partner at Tera Ventures and sits on the boards of Lingvist, Realeyes and Sportlyzer. Prior to founding Tera Ventures, Andrus was an Investment Manager at SmartCap, where he had five exits, one of which was Estonia's top recent exit, GrabCAD. Before joining the VC world, he was a digital entrepreneur himself, so knows the founder's journey well. Andrus has two MA degrees in Economics from University of Tartu and Clark University.

**Geographics:** Poland, Estonia, Latvia

**Products:** venture capital, ICT

### Tera Ventures

**We invest in future global category leaders at their seed stage. We are focusing on born-global digital startups creating network effects, applying machine learning, and other enabling technologies to business models which will become the infrastructure of and deeply impact our future lives. We are vertical and business model agnostic.**

Our region is Estonia (incl. eligible e-residents), Finland, Denmark, Latvia, Lithuania, Poland, Sweden and the Czech Republic.

**Products:** ICT

### Contacts:

www.tera.vc/  
Tallinn  
Estonia



## Finnish Business Angels Network

Expert Jury



**Ali Omar, Board Member**

Board Member of the Finnish Business Angel Network

### Finnish Business Angels Network

#### Inspiring Private Investments

FIBAN is a Finnish, national, non-profit association of private investors that aims to improve the possibilities for private persons to invest in unlisted potential growth companies. The association's work is based on the activity by private investors and cooperates with networks supporting high-growth goals. The FIBAN network is today one of the largest and most active business angel networks in Europe with almost 500 approved members and over 100 events held year 2014.

**Products:** ICT



#### Contacts:

fiban.org/  
Helsinki  
Finland

## Bayer G4A

Expert Jury



**Arto Pakkalin**

Pharma & Healthcare professional with broad experience in business and R&D

**Geographics:** Europe, Finland

**Products:** Digital health

### Bayer G4A

**We are a global program within Bayer that “supports startups and companies that are developing innovative solutions in health and care.**

Bayer G4A, the Digital Health team at Bayer, is on a mission to empower people to manage their health and wellness in the digital era. G4A Startup Programs engage with the global external startup ecosystems, building a bridge between innovators and Bayer stakeholders. The team currently runs an early stage Accelerator program and a commercially focused, challenge-based Dealmaker program, in Berlin, as well as a self-care program in the US (Generator). In addition, G4A has franchises across the globe with STEM4Health meetups in over 33 countries (and counting) and variations of the core Accelerator program in different countries.

**Products:** Life Sciences, TMT, drug discovery



#### Contacts:

www.g4a.health/  
Berlin  
Germany

## Hovione Capital

## Expert Jury



### Goncalo Rebelo de Andrade, General Manager

Goncalo Rebelo de Andrade is the General Manager of Hovione Capital, leading the identification of new investment opportunities and managing the invested companies. He holds a Ph.D. in Biochemistry from Ludwig Maximilian University in Munich and earned his Lisbon MBA course degree at Nova/Catolica Business School. He joined the Hovione group in 2013 as a business development manager where he demonstrated his business acumen for identifying start-ups with a good fit with Hovione's operations. Goncalo Andrade brings 15 years experience in the life sciences sector in the USA, Germany and Portugal where he worked for both large MNC corporations and start-up biotech ventures. An avid sportsman, he brings a strong drive and energy to all the projects he embraces.

**Geographics:** Europe, Portugal

**Products:** Energy; Clean Technology; Environment

### Hovione Capital

**Reach higher-than-average returns on investment, through a careful and effective identification, development and project supervision.**

Hovione Capital is a privately held Asset Management company specializing in the Health sector. As a venture capital investor, we specialize in identifying and investing in high-potential seed/early-stage investment opportunities that provide medical device, medical technology, diagnostic, chronic disease monitoring, IT-integration opportunities. The projects Hovione Capital is looking for benefit from patented differentiating technologies, which are directly scalable and address the global market. Leveraging on existing economies of scope, we are particularly interested in information rich m-health, medical device and medical technology projects, that address and provide measurable benefits to patients, caretakers, caregivers, as well as reimbursement and health care systems. Founded in May 2015, Hovione Capital presently manages EUR 5 million in assets, from an important set of business partners and industrial investors.

**Geographics:** Europe, Portugal

**Products:** Energy; Clean Technology; Environment, Digital health



#### Contacts:

www.hovionecapital.com  
Lisboa  
Portugal

## Privilege Ventures

## Expert Jury



### Jacqueline Ruedin Rüschi, General Partner

Daughter of entrepreneurs I became an entrepreneur myself and enjoy working and supporting other entrepreneurs on their journey to reach their milestones. Passionate by nature I try to always find the positive shade on everything I do or anything that happens to me. I'm a truly believer that life is an opportunity for anyone keen to explore it. Started to invest in seed and early stage companies in 2014 and since then we made a total of 26 investments including follow-ons. My motto is: never stop learning and surround yourself with people that can add value to your work and your life. Keen to connect with like-minded people: entrepreneurs, investors, or happy to discover what you do and learn more!

**Geographics:** Europe, Switzerland

**Products:** Life Sciences + Medtech, FinTech, ICT

### Privilege Ventures

#### Seed stage investor in Swiss and European startups

We invest in innovation by helping entrepreneurs to create a better world. We are a privately owned firm investing in seed and early stage companies. Our geographical focus is Switzerland and the rest of Europe. We believe in creating value for our clients over the long term and we work on building relationships that will endure over time and will continue with the new generations. We are committed to bringing value to our investors, entrepreneurs and partners. We believe people are key and, therefore, are at the centre of whatever we do.

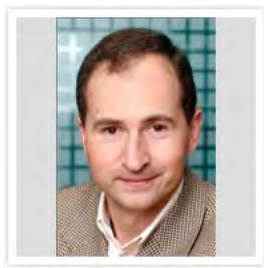
**Geographics:** Europe, Switzerland

**Products:** digital



#### Contacts:

Privilege-ventures.com  
Zurich  
Switzerland

**Jolt Capital**
**Expert Jury**

**Laurent Samama, Partner**

Laurent has both corporate and start up experience. He held senior management positions with Orange (as VP, business development), with Nokia (as country manager for France as well as global Business Unit manager) and with NEC (as country manager for France). He also held executive positions with smaller companies (DxO Labs, Coronis Systems, Varioptic and BlueWatt) where he experienced the whole growth/exit cycle: foundation, equity raising, technology and commercial development, trade sale. He has a strong international exposure – including two assignments in the US (Washington, DC and the Silicon Valley). His business experience spans across IT (networks, mobiles, software, chips and components) and Clean Tech (renewables, smart grid, energy efficiency). He graduated from Telecom Paris Tech and won the French Digital Technology Manager award in 1998. Laurent is currently a board member of CommProve (Ireland). He is also president and founder of BlueWatt (France), an independent devel...

**Geographics:** Europe

**Products:** ICT, Life Sciences, Energy; Clean Technology; Environment

**Jolt Capital**
**A Growth Capital Private Equity Investor in Leading European Technology Companies**

Jolt Capital is a fully independent Private Equity firm authorized and regulated by AMF (Autorité des Marchés Financiers). Jolt Capital is built upon the conviction that investing in robust mid-size European companies and working hard alongside them will boost their growth and produce solid returns with moderate risks. Jolt Capital generates returns to its investors by supporting mid-size technology companies with strong fundamentals in executing growth strategies (eg. additional production capacities, new markets, acquisitions) on sectors offering good exit potential (Software and semi-based solutions on the Mobility & Cloud space).

**Geographics:** Europe

**Products:** Life Sciences, drones, Sensors & connected devices (tracking & Dx)

**Contacts:**

www.jolt-capital.com  
Paris  
France

**Digital Health Ventures**
**Expert Jury**

**David Schütz, Analyst**

David Schütz is Investment Analyst at Digital Health Ventures (DHV), a specialized Venture Capital fund based in Berlin. David shares the vision of giving all people access to improved healthcare through Digital Health solutions. For more than three years, David held several strategic and operational roles at Berlin based tech companies. Since 2013, he follows early-stage VC investments in Digital Health pioneers.

**Geographics:** Germany, Europe, Berlin

**Products:** healthcare IT, sensors, Wearable Sensor

**Digital Health Ventures**
**Digital Health Ventures (DHV) is a Venture Capital Fund focused on seed and early stage investments in startups working on digital solutions improving human health.**

Digital Health Ventures (DHV) is a Venture Capital Fund focused on early stage investments in startups working on digital solutions that improve human health. We see our mission in building a sustainable Digital Health ecosystem. We do this by working with great entrepreneurs, as well as by providing active support in connecting startups with industry experts and established healthcare companies. We, as investors, want to work closely with our startups. We want to find solutions together, to develop products and build companies that play a significant role in healthcare. Therefore, we are looking for startups who want more than venture capital.


**Contacts:**

dhventures.de/en/  
Berlin  
Germany



**Icebreaker VC****Expert Jury****Riku Seppälä, Partner**

I'm very curious about technologies, society and the future. In my opinion we should all aim to free humans and enslave robots. I enjoy coding and automating the stuff I need to do. You can read about some of the things I'm doing on my medium. People say I use the word "siisti!" too much. That's the Finnish equivalent of "cool!". I've founded two companies in the developer tools space, making development easier. I've taken part in over 30 different types of funding rounds on different sides of the table. Working with new technologies and great people gets me excited. Outside of work, I hang out with my daughter and wife, snowboard, sail, code and design gloves.

**Icebreaker VC****We catalyze winning technology companies from untapped potential.**

Icebreaker is a seed stage investor operating with a community-based model. Founded in 2016 by millennial tech founders and investors. We are a team of millennial tech founders and investors who want to use our varied experience in the creation of new technology companies. In total we have contributed to dozens of fast growing tech companies as founders, investors and key members of the team. We are curious and passionate about technology and business development. As entrepreneurs and investors we have learned that having the right people around from the very beginning is essential for building truly successful companies. Usually capital is also required. In 2016 we launched Icebreaker as a solution to these needs.

**Contacts:**  
icebreaker.vc/  
Helsinki  
Finland

**Roivant Sciences****Expert Jury****Niharika Sharma**

Dr. Niharika Sharma is an Associate at Roivant Sciences based in Basel, Switzerland. She is embedded within the Investments team, focusing on search and evaluation of novel and innovative medical therapies for Roivant Pharma. Prior to this, she was a part of the Rotational Analyst program at Roivant Sciences where she spearheaded different projects ranging from clinical research to commercial due diligence for several Vants such as Enzyvant, Immunovant and Axovant. She holds a PhD in Immunology from Hannover Medical School, Germany and Karolinska Institute, Sweden, a M.Sc. in Immunology from King's College London and B.Sc. in Biotechnology from Manipal School of Life Sciences, India.

**Roivant Sciences****Reinventing biopharma**

Roivant aims to improve health by rapidly delivering innovative medicines and technologies to patients. We do this by building Vants – nimble, entrepreneurial biotech and healthcare technology companies with a unique approach to sourcing talent, aligning incentives, and deploying technology. We have built 15 Vants to date and have raised over \$3 billion to pursue our mission. The therapies in development across our family of companies target a wide range of diseases including uterine fibroids, endometriosis, prostate cancer, Parkinson's disease, diabetes, sickle cell disease, and multiple rare and fatal pediatric conditions. We focus on disease areas where the magnitude of R&D investment from industry is disproportionately low relative to societal medical needs. In addition to our biopharmaceutical subsidiaries, we also build technology-focused Vants focused on improving the process of developing and commercializing medicines.

**Products:** Biopharmaceutical products, Biotech & Pharma

**Contacts:**  
roivant.com/  
Basel  
Switzerland



## Industrifonden

## Expert Jury



### Ester Sklarsky, Analyst

Ester is passionate about medical science and aims to support ventures that will unleash the full potential of groundbreaking research, and turn science into societal benefits. Before joining Industrifonden Ester worked as a management consultant, specialized in healthcare, at Sirona Health Solutions. Ester also has experience from DNB where she worked as life science equity analyst. She holds a Bachelor's degree in Biomedicine from Karolinska Institute, and a Master's degree in Bioentrepreneurship, also from Karolinska Institute.

**Geographics:** Europe, Northern Europe

**Products:** LifeScience, Technology

### Industrifonden

#### Largest VC fund in Scandinavia focused on Technology & Life Science companies

Industrifonden is an independent Venture Capital foundation based in Stockholm. We invest in early stage life science and deep tech companies that have the power to have a real, meaningful impact on society. We typically invest Eur 2-7m in a first round out of Eur 650m evergreen fund.

**Geographics:** Finland, Norway, Sweden

**Products:** ICT, Life Sciences, New Materials

#### Contacts:

www.industrifonden.com  
Stockholm  
Sweden



## TVM Capital

## Expert Jury



### Catello Somma, Associate

Catello Somma joined TVM in 2020. Prior to joining TVM, Catello was global clinical trial manager at Incyte, responsible for the implementation, execution and management of oncology clinical programs for both large and small molecules. Catello was also a co-founder of a single asset biotech company focused in immuno-oncology. Catello has 10 years experience in the industry, working for contract research organizations (Parexel, UBC and boutique CROs) and small/mid-sized biotechs (THERAMetrics and Incyte), with responsibilities ranging from clinical to corporate development. Catello holds an MSc in molecular biology from Federico II University of Naples, Italy and an MBA from MIP - Politecnico di Milano School of Management, Italy.

### TVM Capital

TVM Capital is a global venture firm with a 25 year operating track record. The investment focus of TVM Capital on financing technology and life sciences companies has led to specialized, focused teams and dedicated funds to serve the target markets best. TVM Capital provides emerging companies with access to science, management talent and capital in Europe and the Northeast US, as well as in other emerging markets like China, India and the Middle East. TVM Capital's Technology Team is comprised of experienced and versatile executives who have the appropriate technological and business expertise to understand the complex needs of founders and entrepreneurs who start or run companies based on disruptive technology or business concepts. We invest in companies which are shaping the future in very attractive markets.

#### Contacts:

www.tvm-capital.com  
Munich  
Germany

**Geographics:** Germany

**Products:** ICT, Life Sciences, Energy; Clean Technology; Environment



## Growth Management

## Expert Jury



### Mikko Suonenlahti, Founder

Over 30 years of global management experience in business building: 20 years as a successful "hands on" venture capitalist (VC) in the US and in Europe and 10 years in operations (CEO, strategy, finance, sales, R&D). Personally led investments and board positions in 13 VC backed businesses, which have raised over \$ 300 M and are valued at over \$ 1 Billion: Carbonite (on-line backups, Nasdaq: CARB), Iobox (mobile and web portals, TEF), M-Files (enterprise content management, private), OmniGuide (minimally invasive laser surgery with a flexible fiber, private), Pedestal Software (security audits, ATRS), Sample Rate Systems (DSP's for digital home cheaters, FLEX), SiGe Semiconductor (RF chips, SWKS) and Tedasys (fixed and wireless network management, SNRA).

**Products:** Life Sciences

### Growth Management

Mikko Suonenlahti is a business builder and a chairperson / independent director of VC backed technology companies. 35+ years of start-up experience including 10 years in operations (CEO, sales, R & D) and on the boards of ca. 100 businesses in the US and Canada and in Amsterdam, Copenhagen, Helsinki, London and Tallinn. Value add to strategy, fundraising and IPO readiness, operational support and corporate governance (audit & risk management, compensation, nomination and search committees). <http://www.suonenlahti.com/>

**Geographics:** Finland



#### Contacts:

[www.suonenlahti.com/](http://www.suonenlahti.com/)  
Espoo  
Finland

## heal.capital

## Expert Jury



### Eckhardt Weber, Managing Partner

Eckhardt Weber is a managing partner at Heal capital, European venture capital fund focusing on the healthcare market. Co-founded Heartbeat Labs in 2017, leading the areas of business development, investments, and investor relations as well as operationally involved in developing new ventures. Previously he was managing director at finleap, the leading European fintech ecosystem, after starting his career as a trained lawyer in the field of venture capital and M&A.

**Geographics:** Germany, Europe

**Products:** Digital health

### heal.capital

**heal.capital is a venture fund dedicated at fueling the convergence of healthcare and technology, investing and supporting the next European technology-enabled healthcare champions via €100m venture fund dedicated to fueling the convergence of healthcare and technology.**

Heal capital is a European venture capital fund focusing on the healthcare market. The fund invests in technology-enabled healthcare champions at series A stage, that are actively driving the innovation of healthcare. heal capital provides capital, know-how, and market access through leading private healthcare insurers as fund investors. Additionally, Heartbeat Labs and Flying Health are invested as anchor investors, complementing the heal capital team with expertise in building and scaling digital health companies. The fund has been launched under the umbrella of the Association of the German private healthcare insurers in 2019 and is led by Eckhard Weber and Dr. Christian Weiß as managing partners.

**Geographics:** Germany, Europe

**Products:** Digital health



#### Contacts:

[healcapital.com/](http://healcapital.com/)  
Berlin  
Germany

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## Gilde Healthcare Partners

## Expert Jury

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### Henry Zubaida, Associate

Henry is an associate at Gilde Healthcare focusing on the Healthtech sector. Prior to joining Gilde, Henry worked at Merck KGaA: at the Innovation Center in Germany (on blockchains applications), at M Ventures in the Netherlands (deal sourcing and evaluation) and at Bioline, a M Ventures' US based portfolio company developing a novel generation of Continuous Glucose Monitoring (commercial expansion). Prior to this, Henry worked as a management consultant in London for a number of years. Henry is a British citizen with an academic background in Chemistry and a Master's degree in Bioscience Enterprise from the University of Cambridge.



### Gilde Healthcare Partners

#### Transatlantic venture and growth capital firm investing in private healthcare businesses

Gilde Healthcare Partners is a venture and growth capital firm and manages 4 funds with approximately EUR 450 million under management. It invests in companies located in Europe or the US working within the therapeutic, diagnostic, medical device and services sectors. Its specialist team operates out of its offices in Utrecht and Boston.

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#### Contacts:

[www.gildehealthcare.com](http://www.gildehealthcare.com)  
Utrecht  
Netherlands

**Geographics:** United States of America, Europe

**Products:** Life Sciences, Medtech, oncology

# Coaches

## ArcticStartup

Coach

### Jan Ameri, Partner



Entrepreneur-by-heart - and by actions since 1998. Being an expert in spotting new opportunities and creating new concepts, Jan has been partner or co-founder in seven different companies in various industries. In the early 2000's he was pioneering some of the very first WAP, SMS, and interactive TV based wireless games and fantasy sports games in the Nordic countries. Jan loves to watch Shark Tank and The Profit on his free time. And he is a FC Barcelona fan.

#### Contacts:

www.arcticstartup.com  
Helsinki  
Finland

### ArcticStartup

Our aim is to encourage entrepreneurship and to promote connectedness in the Nordic and Baltic regions.

## Aggio Sergeant

Coach



### Roop Chandwani, Managing Partner

Roop has advised fast growing life sciences business including Fortune 100 companies to innovative, ambitious start-ups across the globe. Previously Roop had over 15 years' experience in working at Board level managing risk in the life sciences and acquiring unique insights and knowledge into the challenges faced by companies in the sector. Roop mentors entrepreneurs at MassChallenge, runs workshops for UCL's Biochemical Engineering undergraduates and contributes to MBA courses and executive leadership programmes including VISION, UCL's leadership forum for the biological sciences industry. Roop gained his PhD in Biochemical Engineering at University College London in collaboration with Eli Lilly & Co supported by further education at London Business School.

**Products:** ICT, Life Sciences, Medtech

### Aggio Sergeant

#### Shaping the Leadership that is Shaping Tomorrow

Aggio has a respected reputation with its clients in the global life sciences and pharmaceuticals community. Our focus is building high performing management teams in life sciences and healthcare globally that continually deliver superior return on investment. When investors, boards of directors and C-suite executives are contemplating building management teams for a new company, business unit, changing strategy, turning around underperforming assets, or executing business plans, Aggio is their partner of choice.

**Geographics:** Africa, United Kingdom, Asia

**Products:** ICT, Life Sciences, Medtech

**AggioSergeant**

#### Contacts:

www.aggiosergeant.com  
London  
United Kingdom

## UCB Ventures

Coach



### Delphine Hajaji, UCB Ventures Partner

Delphine Hajaji has 14 years of Digital/Tech experience across various industries, the past seven of which in pharma. Between 2012-2019 Delphine was responsible for the data and technology strategy and implementation of all non-drug solutions at UCB: biosensors, e-devices, diagnostic tools, companion apps. In addition, she has been responsible for strategy & implementation of several global multichannel campaigns at UCB and in previous roles at other pharma companies (GSK Vaccines, BMS EMEA, Pfizer EMEA). Prior to UCB, as a management consultant, Delphine advised blue-chip European companies how to thrive in a digital world: her scope encompassed business model innovation, operating model changes and program management. Delphine Hajaji has an MBA from Vlerick Management School and a Master's degree in History from Ghent University.

**Geographics:** Europe

**Products:** e-devices, diagnostic tools, companion apps



### UCB Ventures

UCB Ventures is a €150 million strategic corporate venture fund established in 2017 to further strengthen UCB's ability to create value from novel insights and technologies that can transform the lives of patients suffering from severe diseases. We invest in innovative therapeutics and technology platforms that are early stage and higher risk, in areas adjacent to or even beyond UCB's therapeutic focus on neurology/neurodegenerative diseases, immunology and muscular skeletal/bone health. Our team initially made four fund-to-fund investments in selected Healthcare Venture Funds in 2017, and is now focused on long term, direct investments in the US and Europe. Our first direct investment is in StrideBio, a US-based gene therapy company, with several more investments to come in the near future.

**Geographics:** Northern America, South America, Asia

**Products:** Life Sciences, digital health programme, White Biotechnology

#### Contacts:

[www.ucbventures.com](http://www.ucbventures.com)  
Brussels  
Belgium

## Terkko Health Hub

Coach



### Rashad Ismayilzada, Head of Partnerships at Terkko Health Hub

I'm in charge of partnerships and events at Terkko Health Hub. Terkko is a co-working space, startup hub and an event venue focusing on health, life sciences and medtech. We have our own Accelerator, Incubator, Health Talks series, corporate partners, rentable spaces and various services for relevant parties. We are strongly connected to HUS Hospital, Faculty of Medicine and HiLIFE at the University of Helsinki. We bring together startups, researchers, clinicians, students, investors, corporates, NGOs and others. I personally have bio-IT background, having studied and worked in the fields of Bioinformatics, Synthetic Biology and Computer Science.

**Geographics:** Europe, Finland

**Products:** events, healthcare, sales



### Terkko Health Hub

**Terkko Health Hub is an unique hub that consolidates startups, universities, libraries, accelerators and individuals who all share a passion for health and life sciences.**

At the premises, we have the hub itself which caters a wide range of startups, Helsinki Think Company, Meilahti Campus Library and Well Terkko. Our values are set to reinforce equality, individual care and compassion to reinsure considerate and responsible development. At Terkko Health Hub, you have the possibility to develop in a collaborative environment working towards your goals. You can take advantage of our network of industry and research experts, investors, accelerators and entrepreneurs in order to advance your business to the next level. In addition, we have an open event space, that can be booked by request.

#### Contacts:

[www.terkko.fi](http://www.terkko.fi)  
Helsinki  
Finland



## Executive Coach and Senior Adviser at Various Companies

Coach



### Thomas Jackson, Senior Adviser, Management consultant, Executive Coach, Funding Expert

Thomas C. Jackson is an American executive consultant and a professional business coach. He also has worked as a mentor for Startups. Thomas has lived in Finland for more than 20 years and has worked with more than 300 Finnish public and private institutions. Working with a long list of global corporations such as Nokia, Alfa Laval, Suominen, Nordea etc.. Specializing in supporting investors, managers, executives, and professionals when they need to exhibit grace under pressure in stressful career, job, leadership, or personal situations. Offering business coaching services and bridge building services between entrepreneurs and investors. Improving professional business relationships and networks. Working directly with global investors and this ensures all efforts are driving towards a desired outcome towards helping Startups and Scale-ups find the right investor.

#### Contacts:

[www.linkedin.com/in/thomas11jackson/](https://www.linkedin.com/in/thomas11jackson/)  
Helsinki  
Finland

**Geographics:** Europe, Finland

**Products:** Life Science Digital Health

### Executive Coach and Senior Adviser at Various Companies

**My role as a senior adviser is a jack of all trades, and my main responsibility is to effectively communicate the businesses strategic objectives with senior management to drive the business forward.**

To meet with the leadership to discuss the current business strategy and what elements of that plan should be shared with employees to make them more efficient in their daily work activities. To act as a intermediate between the company and key investors and venture capitalist. To help gather information and to help when seeking additional funding for current projects.

## Business Finland

Coach



### Nora Kaarela, Head of Health Industry

Nora Kaarela has over 25 years of international business and management experience in global corporations and in medical technology/biotechnology start-ups. She has held operational and general management positions in European and US companies. Additionally, Nora was a CEO of a secondary fund management company with a global life science portfolio and primary objective towards exits. Currently she is heading the activities targeting global companies and corporate investments into Finnish health ecosystems and Finnish companies, working closely with US, Japanese and European leading pharmaceutical and medtech corporations. Nora also serves as a Jury Member of the EIC Investment Jury in the European Commission. As an expert in the health & pharma section panel, she is engaged in the final decision of up to 17,5 M€ equity and grant funding to the best of the best European start-up and growth companies in medtech, digital health and biotechnology segments.

**Products:** Life Sciences, Medtech, Digital health

### Business Finland

#### Business Finland is an accelerator of global growth

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland

**Products:** Life Sciences, Medtech, Digital health

**BUSINESS  
FINLAND**

#### Contacts:

[www.businessfinland.fi/](https://www.businessfinland.fi/)  
Helsinki  
Finland

## Health Innovation Village at GE / Zanitaz

Coach



**Mikko Kauppinen, CEO**

Creator of Health Innovation Village and Energy Village - a startup ecosystem and open innovation platforms around GE Healthcare and GE Energy businesses. Previously CFO of GE Healthcare Finland. Prior to GE in various finance roles around the world at Nokia, Boston Scientific and Dow Chemical. Mikko Kauppinen created Health Innovation Village concept in 2014 to foster growth of the digital health ecosystem in Finland and make it the hotspot for digital health startups from all over the world. The purpose was also to change the culture of GE to be more open and work closer with startup companies. Idea was to gain mutual trust and work towards a common goal transformation of healthcare. Health Innovation Village is a co-working digital health ecosystem hub at GE Healthcare campus in downtown Helsinki. The Village concept has been a success with about 35 startup companies currently housed in Health Innovation Village. Recently Mikko helped GE to open a second Energy f...

**Products:** Medtech, Digital health

### Health Innovation Village at GE / Zanitaz

#### Digital Health Ecosystem Hub

Health Innovation Village at GE is a Digital Health ecosystem hub and co-working space in the heart of Helsinki in the "Silicon" Vallila neighborhood. Based on the GE Healthcare campus it houses over 25 startup companies. GE Healthcare Helsinki site is home to about 800 GE employees as well as many medium sized health tech companies. It is a unique co-located digital health ecosystem hub of small, medium and large companies working on health tech all working to transform healthcare. Health Innovation Village is also the home of StartUp Health Finland, the largest Digital Health accelerator in the world. Health Innovation Village was launched in 2014 and has quickly become a global benchmark for open innovation. It's a mashup of big and small all sharing a common purpose. A community where there is always "big talk" between similarly minded health tech experts. It brings together the innovation, speed and agility of startups and deep domain knowledge of GE Healthcare and other larger.

#### Contacts:

ge.com/fi  
Helsinki  
Finland



## Startup Health

Coach

### Aki Koivistoinen, StartUp Health Ambassador, Europe & Israel



Aki is an entrepreneur, strategist and batteries included health transformer, now leading the European arm of StartUp Health. StartUp Health is a global health innovation company and growth platform for entrepreneurs transforming health. StartUp Health has the world's largest portfolio of digital health companies and network of over 30 000 innovators, industry leaders and investors committed to supporting the entrepreneurs re-imagining health and wellness. Prior to StartUp Health Aki was a co-founder of Karyon Ltd, a medical biotech company, developing targeted carrier molecules for imaging and treatment of solid tumors. As a strategist he works in company, industry and government levels in different market areas to build innovation capacity and boost business creation. Aki also serves on the advisory boards of startups he has invested in.

**Geographics:** Europe

**Products:** Digital health

### Startup Health

#### ORGANIZING AND SUPPORTING A GLOBAL ARMY OF HEALTH TRANSFORMERS

StartUp Health is on a mission to help 1,000 health startups to re-imagine and transform healthcare over the next decade. We believe entrepreneurs have the collective power to build the future of healthcare and we enable them to develop the leadership, relationships and industry intelligence to succeed.

#### Contacts:

www.startuphealth.com/  
Helsinki  
Finland



## Health Capital Helsinki

Coach



**Lauri Kuronen, Business Advisor**

I work as a Business Advisor in Health Capital Helsinki. I am specialized in early stage health and MedTech companies and helping them to develop their business. I am a strong business development professional with an entrepreneurial mindset. I have wide-ranging experience working in MedTech and Health sectors in different positions in several SMEs providing new digital solutions. My passion is to meet people, connect them with each other, build mutually beneficial and long-lasting relationships

### Health Capital Helsinki



#### Alliance of University of Helsinki, Aalto University, HUS University Hospital and City of Helsinki

Health Capital Helsinki is developing Greater Helsinki to become one of the best places in Europe to innovate and accelerate health and life science businesses, improving well-being of the population. Health Capital Helsinki boosts collaboration within the ecosystem, enables innovation-driven companies to grow and attracts foreign companies to establish their businesses.

#### Contacts:

[www.healthcapitalhelsinki.fi](http://www.healthcapitalhelsinki.fi)  
Helsinki  
Finland

## Start up Business Copilot

Coach



**Francesco Leone, Coach, Copilot and Fundraiser**

CEO and Entrepreneur, Chemist by education, deep and multinational proficiency in Industrial Strategy. Skilled in Strategic Vulnerability Analysis, Innovation, New Business Development as well as ICA – Innovation Capability Assessment. Retired, my time is devoted - as Mentor, Coach, Advisor, Fundraiser as well Co-pilot - to upholding young and talented researchers in order to become successful new entrepreneurs of KSI - Knowledge & Science Intensive - Start-ups. Suitable knowledge of many industries such as: Clean Tech, Renewable Energies, Photonics, Nanotechnologies, Fine Chemicals, Techno-polymers, Elastomers, Composite Materials, Petrochemicals.

**Products:** Life Sciences, Energy; Clean Technology; Environment, Industrial Products; Materials & nanotech

### Start up Business Copilot



**Funds raising expertise for Knowledge Intensive pre seed /early stage Start up CleanTech, Advanced Materials, Nanotechnologies. Assistance, up to copiloting, defining strategy and its international implementation as well financial resources management.**

Our mission is to co-operate, as copilot, with the preseed, seed and early stage Start up, standing behind the young Entrepreneurs. We assist them, even before they challenge the Investors Communities, in setting up a least equity structure. We carry on, with them, the Validation of their Business Idea and Business model; the Analysis of the IPP – Intellectual Property Protection, FTO (Freedom to Operate) included; the Hunting of other Start up, already involved in the same project or alike, as potential competitor or as ally, with whom to combine resources for mutual benefit; the Gathering grants or “patient long-term committed finance”, available by Regional, National, European Institutions; Providing a reliable Business Plan, an effective presentation to the Investors Communities included and, last but not least, Copiloting the international strategy implementation up to a successful exit strategy of the Venture investors.

**Geographics:** Italy, Europe, America

**Products:** ICT, Life Sciences, Energy; Clean Technology; Environment

#### Contacts:

Milano  
Italy

## MTN Projects

Coach



### Jose Manuel Pérez Marzabal, Commercial, e-commerce & IT lawyer, Guest Lecturer, investor

Jose Manuel is a commercial, e-commerce & IT lawyer and business angel, currently based in Barcelona. Jose Manuel advises and provides professional services to Internet startups, media companies, global corporations, consulting firms, entrepreneurs, and venture capitalists. Jose Manuel has over 19 years experience of advising clients on all aspects of technology, multimedia and e-communications legal issues and has overseen and participated in the development of several Internet Startups and Business Ventures. As an investor he has a particular experience in early stage and particularly series B, seed capital and equity investments (biotechnology and wellbeing, e-learning, e-commerce and natural medicine, software apps, and crowdfunding).

**Products:** FoodTech, ICT

### MTN Projects

**MTN Projects is a boutique Commercial, e-commerce and IT law firm based in Barcelona.**

MTNprojects is a boutique Commercial and IT law firm based in Barcelona, specialized in: - advising in relation to high tech matters, including strategic decisions and technological solutions; - Drafting, reviewing, negotiating and advising on a variety of complex commercial contracts which may include: services and consulting agreements, licensing agreements, content agreements, software development contracts, SaaS agreements, SLA agreements, e-commerce agreements, and mobile agreements; - Supporting clients across a wide range of industries in relation to Internet/digital, social media and e-commerce issues; By sector, Jose Manuel`s clients are active in the following markets: e-commerce; media + entertainment; software and developers; publishing; food industry; high-tech and Internet Service Providers; Social Media and e-learning. Jose Manuel is also a frequent lecturer on matters relating to media, Internet law and Intellectual Property.

**Products:** Other Product/Technology, ICT



#### Contacts:

mtnprojects.com/  
Barcelona  
Spain

## Business Finland

Coach



### Eeva Salminen, Director, Startup Companies

Eeva Salminen is an expert in business development and startup funding. She has worked several years in management consulting (e.g. Deloitte Finland). Before her career in consulting she worked in international business research projects. Currently she works in Tekes – the Finnish Funding Agency for Innovation as a Director in the Startups unit. She is responsible for Tekes funding and services for Service and Wellbeing startups. Her earlier work responsibilities in Tekes included funding for young innovative growth companies, collaboration with business angels, investors and business accelerators, and Market Access Programs (e.g. GAP). She holds an MBA from East Bay University, USA and a M.Sc. (eng.) from Tampere University of Technology, Finland.

**Products:** ICT

### Business Finland

**Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

#### Contacts:

www.businessfinland.fi  
Helsinki  
Finland



## Business Tampere

Coach



**Tapio Siik, Senior Business Advisor**

Tapio Siik works currently in Business Tampere, and has extensive Nokia background of around 17 years in various positions ranging from running large R&D organizations to Vice President level business line responsibilities. In the last seven years with Nokia he was a key member in Nokia VC investment teams, Nokia Venture Partners & Nokia Growth Partners, where he invested in companies like Bitboys Oy (acquired by AMD), Coding Technologies AB (acquired by Dolby), Sasken (IPO/India), WiderThan (IPO/Nasdaq), and many other startups globally. Tapio has held managerial positions also in other global companies including ABB & Intergraph. Tapio is also active angel investor in health & wellness area.

**Geographics:** Europe

**Products:** sensors, Automotive, Aeronautics/Aircrafts

### Business Tampere

#### Tampere region business development services all in one spot

Business Tampere, the Tampere region economic development agency, promotes investments, attracts talents and creates the best environment for business in the region. We operate within the Tampere city region economic development programme and offer you our expertise on fields of renewing industry, smart city solutions as well as experience economy.

#### Contacts:

business tampere.com/  
Tampere  
Finland



## Peppermint Venture Partners

Coach



**Klaus Stockemann, Managing Partner**

Klaus Stoeckemann is a co-founder and Managing Partner of Peppermint VenturePartners (PVP) ([www.peppermint-vp.com](http://www.peppermint-vp.com)). PVP focuses on investments in medical device and digital-health start-up companies in Germany and Europe. As a former General Partner in the 3i Healthcare Venture Capital team, he is a highly experienced venture capitalist with more than 16 years of experience in this industry. Before that he worked in different leading positions at Schering AG (now Bayer) and Asta Medica (Degussa). He was responsible for more than 12 investments and exits during his tenure at 3i. His track record includes the IPOs of companies such as for example Epigenomics and Jerini, as well as the trade sales of Evotec Neuroscience, Amaxa and Elbion. Klaus has been board member of Combinature, Epigenomics, Jerini, Amaxa, Immatics as well as IntelliDx and Zonare in the US. He is currently chairman of the boards of Emperra as well as Caterna Vision and board member of Implantsdata and Humedics and focus...

**Products:** Life Sciences, Medtech, Other Product/Technology

### Peppermint Venture Partners

#### Peppermint VenturePartners strive to help realize the full potential of motivated people and their innovative ideas in the field of medical devices and digital health

Peppermint Venture Partners is a private venture capital firm based in Berlin, Germany, and in Lund, Sweden, investing in early-stage healthcare companies across Europe with a focus on medical device, digital health and platform technology companies. PVP was established in 2008 by Ingeborg Neumann, Dr. Joachim Rautter and Dr. Klaus Stöckemann. As experts in healthcare, we pool more than 40 years of experience in the healthcare and venture capital industry. PVP is driven by an entrepreneurial spirit to help motivated founders to achieve the full potential of their innovative ideas. We not only provide financial backing but also experience, know-how and a broad industry network in order to successfully bring novel healthcare products and services to the market. Target companies should address an "unmet medical need" and developing a patent-protected technology and/or product or a new business model.

**Geographics:** Europe

**Products:** Medical Products & Services, Medtech, Medical Devices



#### Contacts:

[www.peppermint-vp.com](http://www.peppermint-vp.com)  
Berlin  
Germany



## McKinsey & Company Finland

Coach



**Heikki Tarkkila, Associate**

McKinsey & Company is a global management consulting firm. We are the trusted advisor to the world's leading businesses, governments, and institutions. We work with leading organizations across the private, public and social sectors. Our scale, scope, and knowledge allow us to address problems that no one else can. We have deep functional and industry expertise as well as breadth of geographical reach. We are passionate about taking on immense challenges that matter to our clients and, often, to the world. We work with our clients as we do with our colleagues. We build their capabilities and leadership skills at every level and every opportunity. We do this to help build internal support, get to real issues, and reach practical recommendations. We bring out the capabilities of clients to fully participate in the process and lead the ongoing work.

**Geographics:** Finland

McKinsey  
&Company

### McKinsey & Company Finland

We serve Finland's leading companies, multinational corporations, and the public sector, helping them achieve significant and lasting improvements. Our Finland office is on a strong trajectory of growth as we celebrate our 30th anniversary in 2019. In addition to our client service, which spans multiple sectors, we are passionate about developing long-term perspectives on the challenges facing the Finnish economy. We want to make a tangible difference in society by building leaders—within our firm, among our clients, and beyond—who have the commitment and capability to transform large organizations and improve the entire country.

**Contacts:**

[www.mckinsey.com/fi](http://www.mckinsey.com/fi)  
Helsinki  
Finland

## Strategic Technology Bioconsulting

Coach



**Mark Wilson, Principal**

Mark Wilson is an independent consultant in the field of technology development and commercialisation, with twenty years' experience of developing, commercialising and licensing novel technologies. Previously, he was a Director in GSK's Platform Technology and Science division, seconded on a long-term basis into SR One (GSK's wholly-owned corporate venture capital group). He was responsible for developing technology-based spin-outs and for out-licensing activity, and co-led this CEO-sponsored initiative. Mark worked for GSK in various licensing and alliance management roles for over fifteen years and has been involved in hundreds of commercial transactions and alliances. His technical background is in pre-clinical development, drug delivery and manufacturing. He originally trained as an engineer and holds a Master's degree and a doctorate in chemical engineering from the University of Leeds, in addition to an MBA from Columbia University and London Business School.

**Geographics:** United Kingdom, Europe

**Products:** Healthcare, pharmaceuticals

### Strategic Technology Bioconsulting

Provider of strategic advice on technology commercialisation and licensing in the life science sector



## Optiteam

## Coach



### Kim Neel Wyon, Senior Partner

Kim Neel Wyon has worked with start-ups since he graduated from Stockholm University in 1990 with a degree within Economics/ Business Administration. Many years of entrepreneurial experience co-investing in various ventures, typically within industries experiencing structural changes, has given Kim a broad personal international network within IT, Sales, Marketing, Recruiting, Outsourcing, Distribution, Joint Ventures, Mergers & Acquisitions, Management Buyouts and Financing. Kim's primary roles today include Business Angel syndications within: ICT WORKFLOW, DATA & INFORMATION, ENERGY and E-HEALTH. Kim has held numerous operational and management positions within various start-ups. Responsibilities have included CEO, CFO, CIO, Sales Director, Public Relations Manager, Marketing Manager, Sales and Team Leader.

**Geographics:** United States of America, Europe, India

**Products:** health and nutrition, ehealth, Nutrition and Food

## Optiteam

### Optiteam

**Optiteam's mission is to be the preferred, outstanding pre-seed/ seed super angel micro-network, with a global impact focus**

Business Visions To be the preferred facilitator of smart funding. To enable Scandinavian founders to focus on their core competences by facilitating the execution of essential activities, thereby enabling the achievement of maximum business potential & economic return. To enable the most talented start-up entrepreneurs to focus on their core competences and execute. To be the preferred Scandinavian validator for VCs. To be the preferred Scandinavian Super Angels backed by Family Office funding. To boost, initially, Scandinavian cases, with an optimal accelerator package, people & process, focusing upon companies and technologies we understand: Workflow optimization (efficiency within) Business Intelligence (Data Security, Search, Storage & Structure) Savings (Time, Money, Energy or Natural resources) Processes (Automation & Digitalisation) Health (e-Med)

**Geographics:** Northern America, Northern Europe, Denmark

**Products:** ICT, Energy; Clean Technology; Environment, Other Product/Technology

### Contacts:

www.optiteam.com  
COPENHAGEN K  
Denmark

## Presenting companies

## ACOBION



### Didier Ritter

Didier Ritter has been involved for 20 years within the area of biotechnology and personalized medicine. Developing new innovative diagnostics and biotechnology products, Didier's background spans the whole life-cycle of innovative company in life science. Didier is also involved into the development of business and innovation networks acting as President of Biomed Alliance the Biotech Company Cluster in Occitanie (France) and as a member of the board of Kyomed Innov a French Biotech Company involved in the field of e-health and Medical Device. For the last 20 years, Didier acts as the Founder and Chief Executive Officer of Acobion, French company dedicated to Personalized Medicine through the development of RNA based diagnostics able to stratify patients who will almost benefit from associated drug regimen. Didier Ritter holds a Master in Molecular Biology (1995) and a Master of Business and Administration (MBA) (1996) at the University of Montpellier.

**Geographics:** Europe

**Products:** invitro diagnostics



### ACOBION

#### Acobion is developing diagnostics able to identify the patient responsiveness to drug regimen in oncology

ACOBION is a clinical-stage medtech company specializing in high value predictive IVD diagnostic in oncology. The first company product is GemciTest, a RNA based molecular diagnostic test which identifies pancreatic cancer patients who are most likely to benefit from gemcitabine treatment. Based on liquid biopsy (noninvasive whole blood test), this CE marked IVD diagnostic is able to support physicians in optimizing the treatment to the patient needs aiming to increase patient quality of life as well as supporting patient social life and reducing the cost of the treatment. This diagnostics will be launched on the EU market first quarter of 2020. Acobion scientific and technological workflow is based on a genomic platform capable to identify and validated specific biomarkers. Based on New Generation Sequencing Systems (NGS) and real time PCR technologies as well as on a proprietary data science platform and database, Acobion's tools are including machine learning, bioinformatics and AI.

**Geographics:** Europe

**Products:** IVD devices

#### Contacts:

www.acobion.com/  
Montpellier  
France

### Financial Data

**Founded:** 1999

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

### Project

#### Product / Value Proposition

GemciTest® is an innovative and liquid biopsies In Vitro Diagnostic that is able to predict patient response to first-line gemcitabine therapy in pancreatic cancer treatment. The benefits of this predictive IVD molecular test are i) to help choosing the most adapted treatment to patient, ii) improve the patient's quality of life during therapy, iii) control healthcare costs. The GemciTest® IVD is a molecular diagnostic integrated in a daily practice. It required only 2.5ml of blood sample before starting the patient first line chemotherapy. This procedure is simply performed as part of standard consultation already scheduled when the patient is included in the hospital. From the liquid biopsy in less than 1 day, this IVD measures the expression level of 11 genes (mRNA) using real-time polymerase chain reaction (PCR), also known as quantitative PCR. Standard operating procedures and platforms are widely used in World laboratories and are part of the Gold standard.

**Products:** Molecular Diagnostics

**Markets:** In Vitro Diagnostics

**Geographics:** Europe

**IP:** YES



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**Partners**

Paul Carbone Cancer Center (USA)  
University Hospital Toulouse (France)  
Fundacio INCLIVA (Spain)  
Hopital Beaujou (France)

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**Competitors**

Genomic Health (Breast Cancer)  
Angam Scientific (Pancreatic cancer)

**Competitive Position / Advantage**

Currently, there are neither direct competitors, nor competitive offer in pancreatic cancer drug management. In this respect, there are no predictive biomarkers or IVD available today in pancreatic cancer management. The reasons of this lack are multiple. Less than 1/1,000 people are diagnosed with Pancreatic cancer, qualifying this disease as rare, despite it is still the 4th leading cause of all cancer-related deaths. There are no EU Member State that developed a national strategy dedicated to pancreatic cancer. Current pancreatic cancer treatment market is dominated by Gemcitabine, a generic drug. In 2013, the ISR Report identified an area of active drug development with over sixty potential new therapies. None of them introduced patients' stratification approach because of a "risk" of undercut profitability! To date, no communication, publication or positive clinical phase 3 results have been published. In recent months, these include for example, Companies such as Boston Biomedical, AstraZeneca, Celgene, AbbVie and Johnson & Johnson or Eli Lilly that failed to help pancreatic cancer patients.

**Business Model**

Acobiom's GemciTest® will be able to access to market through 2 main business lines: i) a commercial partnership with a Central Laboratory (ISO 15189-accredited for EU and CLIA lab for USA), that subcontract with medical units, ii) the hospitals directly. Direct sales to Central Laboratory will be preferred. Indeed, more than 84% of central lab activities are outsourced in 2018. The commercial network of these Central Labs, that have an integrated presence in hospitals and in small private clinical testing laboratories, is a strong advantage to success IVD market penetration. Actually, Central Labs are strongly seeking for new opportunities in innovative IVD and biomarkers in order to increase their IVD portfolio. Acobiom is selling the GemciTest® to Central Labs that perform the analysis on behalf of Hospitals (Prescribers). Sales forces will be developed on both side: Acobiom for promotion through congress and specialist events and Central Labs for day by day selling to clinicians.

**Go-To Market Strategy, Internationalization & Expansion Plans**

GemciTest® prescribers will be reached through promotions and marketing actions as: i) Acobiom's promotion in specialist events (e.g. Toulouse France June 2019, Boston US September 2019, Bern Switzerland February 2020), ii) Key Opinion Leaders for clinical adoption, iii) and Central Labs promotion through their customers network. Partnerships with Central Lab are under advanced negotiation. For Asia, Acobiom planned to set-up a Software as a Service business model that is required to treat GemciTest® results before sending the results to the physician/clinician. Acobiom international expansion is based on sound commercial partnerships with local IVD Companies and laboratories involved in oncology area. Pancreatic cancer field is a specialized area in which the number of cancer centers that are treating the patients suffering from this disease are marginal regarding the other cancer applications (300 to 400 main cancers centers in the EU and in the US). Therefore, KOL and prescribers are reachable through an affordable salesforces and promotion. Acobiom is going to tackle the European market first and in a timeline of 2 years the US market. Asian market is planned to be investigate through partnerships with local partners (University Hospital – Diagnostics Companies - VC) including clinical trials dedicated to local patient covering local genetic make-up. Such Chinese partnership are under negotiation.

**Achievements & Milestones**

GemciTest® obtained a CE mark clearance that allow officially the diagnostic to be sold on the EU market. Acobiom validated and secured its manufacturing and QMS processes as well as its manufacturing capacity (> 50.000 kits/year). QA/QC procedures have been pre-validated and protocol transfer to Central Laboratory has been secured and validated (Laboratoire ABO+, France). Acobiom secured the IP of the diagnostic through patents (patented in France, USA, Canada, Europe and under filing in China, Japan, and South Korea). Acobiom submitted a Pre-IDE process to the FDA that recommended to extend the validation study of GemciTest® with 150 additional US patients before submission Key Milestones in the forthcoming 18 months: Q2 2020: GemciTest® launch on the EU market Q4 2020: Closing of the recruitment of 150 additional USA patients following the FDA recommendation Q1 2021: FDA submission for 510k/Denovo clearance Q3 2021: Launch of GemciTest® on the US market



## ADVITOS GmbH



### Bernhard Kreymann, CEO

Inventor of the ADVOS procedure, with 20+ years of experience in management, company development from start-up to fully certified medical device company including fundraising. Successful participation at business plan competitions (e.g. Harvard Business Plan Competition, Bavarian Business Plan Competition, Science4Life).

**Geographics:** Germany

**Products:** Hospital device, healthcare, Haemodialysis

### ADVITOS GmbH

**Unique in the world dialysis equipment supporting 3 organs simultaneously (kidneys, liver, lung), dramatically improving survival rates in intensive care units.**

ADVITOS GmbH is an ISO13485 certified MedTech company that has developed the CE-marked and worldwide patented ADVOS device. As the only therapy worldwide offering multi-organ support within 1 single device, ADVOS is a truly disruptive technology for highly significant improvement of ICU patient survival (from expected 10% up to 50%) through combined extracorporeal removal of water-soluble (kidney), protein-bound (liver & kidney) toxins and CO<sub>2</sub> (lung), as well as correction of acid-base disturbance through direct removal of acid.



### Contacts:

[www.advitos.com/en/](http://www.advitos.com/en/)  
Munich  
Germany

**Geographics:** United States of America, Europe, Asia

**Products:** Hospital device, Haemodialysis, ICU

### Financial Data

**Founded:** 2005

**Stages:** Expansion/Growth,

**Current Number of Employees:** 51 - 100

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
SME Instrument		€	%	GRANTS_EU_FUNDS
KfW		€	%	EQUITY
Private Investors		€	%	EQUITY
Founders		€	%	EQUITY

### Project

#### Product / Value Proposition

Advitos designed and commercializes a patented, unique in the world dialysis equipment able to support up to 3 organs simultaneously, i.e. kidneys, liver, lung, as well as adjust blood pH balance. The goal is to remove the necessity to use multiple specialized, often organ-specific equipment that cannot be used across different organs in intensive care units (ICU). Multiple equipment make multi-organ failures (MOF) very difficult to handle, cause operational complexity and difficulties and generate high costs. With Advitos, relevant ICU survival rates improve from 10% to 50%, treatment complexity is significantly reduced and more flexible, while operators and nurses become more effective and available.

**Products:** Hospital device, Haemodialysis, ICU

**Markets:** Medtech,

**Geographics:** United States of America, Europe, Asia

**IP:** YES

#### Customers

Klinikum rechts der Isar

#### Partners

-

#### Competitors

Baxter

**Competitive Position / Advantage**

ADVOS is not only the first effective liver and acidosis support device (USP #1), but also the first and only system supporting all main detoxification organs with one single blood access to the patient in one single piece of equipment (USP #2). Instead of having to decide which failing organ system to support primarily, the patient is now considered as a whole. ADVOS can be initiated early in cases where all organs progressively start losing their functions but each one of them separately wouldn't yet require extracorporeal support. By this, ADVOS allows to reduce the high mortality of MOF patients and the development of chronic diseases.

**Business Model**

In Germany, revenues are today generated with a pay-per-use model at a rate of 1.900€/treatment, with hospitals able to fully claim the costs from insurances. In the future, device rental and maintenance fees will be added and create additional revenues. Business model (pay per use, rental, HW sale) will differ by country to adjust with reimbursement rules. Current pricing ensures profitability per machine after only 30 treatments. Targeting hospitals (500+ beds) with 100-300 treatments/year. In Germany, the model is direct sales. In other countries, a mix of direct & distributor sales will be used.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Sadly 500,000 death/year in ICU in the US and Western Europe, die due to MOF. The addressable market opportunity for MOF in the US and Western Europe is €3.2 billions. Hundreds of hospitals to be equipped in EU, US, Japan, Korea. Sales have been limited to Germany so far. Mid-term, non-ICU and out-patient market segments will be addressed. Huge upselling potential: device will be used very early on in ICUs, generating more treatments.

**Achievements & Milestones**

Every clinical study done has demonstrated spectacular results and validated the technology so far. Successfully deployed and validated in 20 German hospitals (40 machines in use), 600+ treated patients.

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## Aiforia Technologies Oy



### Kaisa Helminen, CEO

Kaisa Helminen, is the CEO of Aiforia. She has a strong background in life science sector where she has gained 20 years of experience in the global business. During her career she has worked for both small and large international life science companies in commercial and BD positions. She holds a M.Sc. degree in Biochemistry. Since 2014 she has led Aiforia Technologies, a spin-off company from the University of Helsinki. Their Aiforia Platform is transforming image-based diagnostics (e.g. cancer) with deep learning AI for better, faster, more personalised patient care.

**Products:** Life Sciences, Health data & analytics (health decision support)

### Aiforia Technologies Oy

#### Aiforia is transforming image-based diagnostics with deep learning AI

Aiforia is transforming image-based diagnostics by bringing deep learning AI to assist and augment the medical experts. We have a unique approach in this field, as we provide a fast and easy access to AI training and analysis tools for the healthcare professionals, to rapidly scale up automation of their work. While Aiforia® is completely platform and image agnostic, our focus today is on digital pathology solutions related to cancer, gastro-intestinal and infectious diseases. Aiforia has thousands of end-users in Europe and North America, and it is used today in various pre-clinical applications, such as in drug development R&D. As we are moving towards clinical diagnostics market, we are looking for partners and investors to join our ambition to become the world-wide leader in AI-driven image-based diagnostics.

**Geographics:** Northern America, Europe

**Products:** Deep Learning for medical Imaging, Artificial Intelligence SaaS Cloud with Medical Imaging Diagnostics



#### Contacts:

www.aiforia.com  
Helsinki  
Finland

### Financial Data

**Founded:** 2013

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Private Investors		3.40 €	0.00 %	EQUITY
Ascend Capital Partners	2017	4.50 €	0.00 %	EQUITY
H2020 grant	2019	2.10 €	0.00 %	GRANTS_EU_FUNDS

### Project

#### Product / Value Proposition

Aiforia® is revolutionizing image-based diagnostics with a versatile, multi-purpose deep learning AI platform, developed especially for medical experts' use. We have a unique approach in this field, as for the first time we are bringing both the AI training tools and an efficient analysis platform easily accessible for the medical experts. Aiforia combines state-of-the-art deep learning AI training tools with a high-capacity, easily scalable analysis infrastructure. Aiforia enables automation of any image analysis task, rapidly and cost effectively. As a result, patients will have faster, more accurate diagnosis and more personalized care. Our main focus is in the field of tissue pathology, including cancer diagnostics, but Aiforia has exponential business opportunities in other medical images and industries as well.

**Products:** SaaS, Deep Learning for medical Imaging, image-based diagnostics

**Markets:** clinical diagnostics, Medical Research, cancer diagnostics

**Geographics:** Northern America, Japan, Europe

**IP:** PENDING

**Customers**

Tufts  
Oxford University  
Karolinska Institute  
MIT  
Orion  
Moffit  
AstraZeneca  
Roche  
Mayo Clinic  
etc. etc  
HUS  
Bristol Myers Squibb  
Sanofi

**Competitors**

Visiopharm  
Indicalabs  
PathAI

**Competitive Position / Advantage**

We have a unique approach in this field, as for the first time we are bringing the AI training tools for the medical experts' use. With Aiforia they can easily participate in training the AI models for various kinds of image analysis tasks. All they need is their images and an internet connection. No data scientist, no programming experience or local server capacity is needed. Due to our advanced technology, there is no need to label millions of images. Instead, Aiforia provides a fast and easy track for laboratories to scale up their AI model development and to augment their experts in image analysis tasks. As a result, the efficiency of their workflow is significantly improved and patient safety is improved with increase accuracy and consistency. Costs are reduced by efficiency improvements, but also by decreased misdiagnosis. Aiforia also offers a response to the lack of experts and their increasing burnout risk with constantly increasing workload.

**Business Model**

Software-as-a-Service

**Go-To Market Strategy, Internationalization & Expansion Plans**

Direct sales team supported by channel partners, including instrument vendors and PACS and LIMS software providers. In addition OEM for medical device manufacturers.

**Achievements & Milestones**

Proven performance with over 200 AI models - image agnostic platform Global footprint - operations in Finland, US, and Netherlands Strong commercial traction in pharma, biotech, medical research Ready to enter the clinical diagnostic market Quality Management System, ISO 13485 (medical devices) CE-IVD mark for visual analysis



## Audientes



### Steen Thygesen, CEO

I am passionate about technology-enabled, mission-oriented businesses with strong social impact, which is why I am super excited about the potential of Audientes. Earlier in my career I've worked within international telecoms, software and platform sectors and built new businesses at companies such as Cogniance, Nokia, Microsoft and Symbian. I have also been leading the international scaling of a social business, the autism employment enterprise 'Specialisterne', from Denmark to over 14 countries.

**Geographics:** United States of America, Western Europe, India

**Products:** smartphone, hearing aid, Digital health



### Audientes

#### Audientes makes self-fitting quality hearing instruments affordable and accessible

Audientes' mission is to make quality hearing instruments accessible and affordable to everyone who needs them. In other words, to help hearing-impaired people hear and interact freely. We will achieve this by designing, developing and bringing to market innovative solutions for the millions who simply cannot afford a traditional hearing aid or do not have access to an audiologist or hearing center. Audientes has developed an innovative new type of 'self fitting and affordable hearing aid', a hearable device initially aimed at middle-income markets in India, South-east Asia, Americas + global online sales. The product is a crossover between a hearing aid and a neckband headset, and includes a clinically accurate fitting technology and algorithm. We have a working concept and aim for sales start in Q4 2019. Attracted €1.4M in funding till date.

**Geographics:** Northern America, South America, Europe

**Products:** wearables

#### Contacts:

audientes.com/  
Lyngby  
Denmark

## Financial Data

**Founded:** 2014

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 1 - 5

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Other_investors	2018	40000.00 €	2.00 %	EQUITY
Christian_Nielsen_Fonden	2016	135000.00 €	8.00 %	EQUITY
KJJ_Invest	2017	250000.00 €	12.00 %	EQUITY
Stig_Due	2015	300000.00 €	18.00 %	EQUITY
Markedsmodningsfonden	2017	600000.00 €	0.00 %	GRANTS_EU_FUNDS

## Project

### Product / Value Proposition

Audientes is offering an innovative new product to consumers and retailers in the hearing solutions market with its self-fitting hearing aid in a neckband headphone-design. Audientes' hearing aid is the first in the world to be truly and properly self-fitting by the user to his or her specific hearing loss without an expensive set-up and the need to seek help from hearing professionals. The setup takes a few minutes and can be done by the user or with the help from sales associates in for example an optician, a pharmacy or similar point of sale. The hearing aid with built-in rechargeable batteries will retail at €200 with support for both ears, making it much more affordable than other quality hearing aids that may cost from €800-3000 for just one year. Audientes neck-worn hearing aid is set to be a game changer for the 90% of the people in the world with disabling hearing loss, who today cannot afford the hearing aids on the market, developed for high-income audiences.

**Products:** hearables, hearing loss, hearing aid

**Markets:** MedTech, Wearable Electronics, Consumer Electronics

**Geographics:** Northern America, Latin America and the Caribbean, Europe

**IP:** APPLYING

**Customers**

People\_in\_middle-income\_countries\_with\_disabling\_hearing\_loss  
People\_with\_slight\_hearing\_loss  
Boomers\_with\_Disabling\_hearing\_loss

**Partners**

Fielmann  
Elkon  
Hearing\_Wellness\_Clinics

**Competitors**

iHear  
IQbuds  
Bose\_Hearphones

**Competitive Position / Advantage**

Audientes is a Danish company with the mission to make quality hearing solutions accessible and affordable to everyone who needs them. Our advantage is that we bring advanced software and product creation expertise combined with earphones design excellence to the emerging "hearables" market (see Market Description section below). The market for hearing aids and related solutions is quite fragmented, with some very large global actors known as the "big 6" owning the traditional market for classic hearing aids, challenged by low-cost Chinese products and local manufacturers of such products in many countries incl. PSAP's (sound amplifiers). However, the key competitors of Audientes are not the existing hearing aid manufacturers due to their very different designs, business models, channels, price & margin structure and the corresponding system requiring access to hearing specialists which is not currently developed in many of the countries that Audientes will target. The competition in the emerging high-growth 'hearables' space is to a greater extent coming from various new entrants from countries such as USA (like Eargo, iHear & Bose) and Australia (Nuheara). These actors are marketing their offerings as self-adjusting solutions that can be manipulated by the user according to hearing perception. Unfortunately, some of these approaches to so-called "self-fitting" can damage the users' hearing even more, just like cheap sound amplification products (PSAPs) may do. New products launched by e.g. Bose in a form factor similar to Audientes design helps to promote the awareness of new, smart solutions for solving hearing problems (i.e. the "hearables") and broadening the trust and belief in the 'neck-worn' form factor, thus in fact benefitting Audientes.

**Business Model**

Audientes is focused on creating a cost-effective "consumer medtech" hearing instrument in a compelling design that can be manufactured at a strong (low) cost by its Swedish manufacturing partner currently based in China. The design obtained has achieved a BOM (Bill of Material) at below €35 from our experienced quality manufacturer. This cost is very attractive because it will be possible for Audientes to have a mark-up in the channels of 5-7 times, have an attractive margin itself and still be within the targeted € 210 retail price, with room to lower prices over time. Audientes will design, develop, market and sell its hearing aid products with the global markets in mind from the outset. We have a particular focus on developing the over-the-counter (OTC) channels for hearing instrument purchases such as opticians, pharmacies, medical doctors, electronic stores and supermarkets. Online channels are also in focus and include direct-to-consumer via our online retail store and e-tailers like Amazon, FlipKart & Lazada. We are also developing classic retail channels for hearing aid purchases like hearing health specialty clinics for initial local presence and credibility.

**Go-To Market Strategy, Internationalization & Expansion Plans**

For millions of people worldwide, Audientes "over-the-counter" hearing aid will be the first step many will take to address their hearing loss, and we will meet these people where they go today for help on hearing and other health-related issues. We will therefore sell through a variety of distribution channels, including online e-retailers like Amazon, with much larger scale and reach than existing players who are limited to specialist clinics and stores. This makes the affordable Audientes hearing aid perfectly suited both for main street sales channels in industrialised countries and in developing countries without a well-established infrastructure of hearing clinics (e.g. in India). Audientes will initially primarily market and sell 1) directly to the end-user online via own site or Amazon and FlipKart; 2) sell through distributors of Healthtech & wellbeing products and consumer electronics; 3) sell through opticians, pharmacies, drugstores and electronic stores 4) sell through specialised hearing clinics; and 5) sell through GPs / medical doctors and ENTs. In the early phase of commercialisation (first units sold) we focus on EU and select European countries with focus on "Baby Boomers" with disabling hearing loss and those with milder hearing loss ("Casual use"). Germany, France, and the UK are in focus for ASASHA, but in general we will market and sell across all the European markets. In the next commercialization phase we will focus on USA due to recent legislative changes from August 2020, enabling easier OtC sales of hearing aids. Focus will also be on "Boomers" with disabling hearing loss and those with milder hearing loss ("Casual use") like in Europe. From 2020, focus in India will be on the "emerging middle-class" segments who are present in and around tier 1 and 2 cities with disabling hearing loss. Going forward we will focus on further countries in Southeast Asia, Eastern Europe and MICs in Asia, Africa, Latin America etc.

**Achievements & Milestones**

Since company formation in 2014, a hearing instrument hardware and software platform has been built, the design has been conceived and evolved based on user testing in Denmark and India in 2017-19. A companion app for smartphones has been developed for easy access to further settings and features. Discussions with partners in India have led to LOIs and detailed commercial discussions concerning future collaboration with local firms Elkon (manufacturer and distributor) and Hearing Wellness Clinic (HWC, a retailer with 18 stores in South India). Interviews executed in March 2018 in Bangalore in India, across 5 different locations (urban to semi-urban environments) with 100 individuals aged from mid-thirties to early nineties provided evidence of strong interest in a durable, affordable self-fitting hearing aid with a low lifetime cost, and with a differentiated form factor in the shape of an elegant headset. Having presented the neck-worn hearing aid (NWA) concept to several European distributors of consumer electronics and retailers such as opticians and pharmacies, and having visited potential partners at the industry tradeshow IFA in Berlin, EUHA in Hannover and Mobile World Congress in Barcelona, we see a very significant and attainable opportunity for Audientes in the European market too, and will also commercialize the hearing here in our "home market" later in 2020.

## Biel Glasses



### Jaume Puig Adamuz

I'm a senior executive and serial entrepreneur, founder of several technology based startups, having more than 25 years of national and international experience in management positions in the ICT sector, carried out in multiple functions (sales, marketing and operations). I'm the CEO and one of the founders of Biel Glasses, an startup which develops digital glasses for people who have low vision. I have been responsible for product management in the technology services divisions of Mediapro and Deutsche Bank, and key participant in the development of the ITC portfolio at Telefónica. As a consultant I have been in charge of the digital transformation of the public schools in Catalonia. I've been also in charge of major ITC outsourcing projects for customers like Naturgy (first natural gas company in Spain). I have been Director of sales for Spain in Tiscali, and key account manager at British Telecom. I founded pioneering companies in mobile marketing and fleet management systems.

**Geographics:** Europe

**Products:** wearable device



### Biel Glasses

**We create smart glasses that improve mobility and personal autonomy of people with low vision using mixed reality, AI and 3D vision to adapt the reality to their remaining visual capacity.**

Biel is the name of a child who has low vision (LV), a visual disability 7 times more common than blindness that cannot be corrected with regular glasses, medicine, or surgery. Patient surveys show that the most disabling effects are the ones that hamper mobility, causing severe problems for descending stairs, walking alone or understanding street signs. We are a team of experts in technology, optometry and medicine that have joined to develop smart glasses that improve mobility and personal autonomy of people with LV. The glasses use 3D vision and AI to detect obstacles, traffic lights and other hazards for mobility, and MR (augmented reality + virtual reality) to show them in a way the patients can perceive with their remaining vision. They include other features like zoom and image improvement (definition, contrast) in order to facilitate reading and other tasks, providing a complete solution that suits the daily needs of the people with LV.

**Geographics:** South America, United States of America, Asia

**Products:** wearables, smart glasses

### Contacts:

www.bielglasses.com  
Barcelona  
Spain

## Financial Data

**Founded:** 2017

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 1 - 5

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
CDTI (Spanish Govt.)	2020	250000.00 €	0.00 %	GRANTS_EU_FUNDS
H2020 SME1	2018	50000.00 €	0.00 %	GRANTS_EU_FUNDS
Founders	2017	65000.00 €	0.00 %	EQUITY
Catalonian Governmet	2019	75000.00 €	0.00 %	GRANTS_EU_FUNDS
EIT Health	2018	35000.00 €	0.00 %	GRANTS_EU_FUNDS

## Project

### Product / Value Proposition

The BIEL SMARTGAZE glasses are smart digital glasses which help people with low vision to improve their personal autonomy. BIEL SMARTGAZE glasses use 3D vision and AI algorithms to detect obstacles, holes, changes in the ground surface and street signs, and then mixed reality to show them in a way the users can perceive with their remaining vision. It includes other features like zoom, image improvement (definition, contrast), etc., in order to facilitate reading and other tasks, providing a complete solution that suits the daily needs of the people with low vision. Other advanced features like navigation and people recognition will be added in future versions, providing the tools to face any situation. To ensure best results, the glasses will be customizable for each particular case. The goal is not just to let people who have LV to see better, but to leverage all the potential of their remaining vision, adding the perception capacities they lack to bring them back to a normal life.



**Products:** assistive technology, eyecare, Assistive Tech

**Markets:** Medical Device and Software, electronic eyewear, assistive technology

**Geographics:** Europe,

**IP:** APPLYING

Customers	Partners	Competitors
NO CUSTOMERS YET	CAPO Research Universidad Rey Juan Carlos NVIDIA Centre Universitari de la Visió EIT Health Barcelona Activa Biocat Associació Discapacitat Visual Catalunya Asociación Begisare Acció - Generalitat de Catalunya TIC Salut Social Stereolabs Universitat Politècnica de Catalunya Asociación Afectados y Familiares Glaucoma CIMIT	ORCAM e-Sight Oxsight Samsung Relumino Retiplus Nueyes

### Competitive Position / Advantage

From the product point of view, in comparison with the devices that exist in the market, our competitive advantages are the following ones:

1. Our product uses the remaining vision of patients, taking better advantage of their sensory capacity, which results in greater precision and richness in the information we can provide about their environment, and therefore a greater improvement in their autonomy.
2. It is designed for use in situations of mobility, instead of just improving vision in static situations.
3. Acts proactively detecting and indicating to the user the obstacles and other risks for mobility, instead of just making improvements in the image so that the user has to determine ultimately if there is a risk or not.
4. Act intelligently, alerting only relevant risks, avoiding saturation of the user with unimportant alerts.
5. It integrates other complementary functionalities such as zoom vision, the improvement of luminosity, definition and contrast, to provide a complete solution that increases the autonomy of patients in any circumstance.

In summary, it improves any existing solution thanks to the use of visual rest as well as proactive detection and signaling of obstacles and other risks for mobility, combined with other basic but necessary functions such as zooming, contrast, lighting and image definition improvement. As a company, our main competitive advantage lies in the use of advanced technologies and algorithms, developed for problems such as autonomous driving, drones and virtual reality, for the case of low vision use. We have been able to take advantage of these new technologies before anyone else because our idea was ahead of the availability of the tools (hardware, software platforms, etc.) necessary to carry it out. In 2015 we were able to verify the theoretical validity of the idea by attending the largest 3D world congress held that year in Lyon (3DV2015). Based on this validation, we were able to mature our concept and define our technological requirements, analyzing multiple options and possible development platforms, so that in 2017, as soon as the first portable graphic processor appeared with the necessary power to execute the process at the required speed, we were able to quickly launch the implementation, achieving a very important technological advantage over any competitor. The originality of our developments, made in collaboration with the advanced computing center of the URJC in Madrid (CAPO Research, <http://caporesearch.es/>), which specializes in the use of artificial intelligence and the computer vision for urban mobility applications. In this sense it is important to take into account the protection of our intellectual property that establishes the current collaboration agreement with said university, which guarantees the confidentiality of the developments and the exclusive right of patentability for Biel Glasses S.L. In relation to such patentability, a favorable preliminary study has already been carried out, and the application for the corresponding European patent has been in process. Another competitive advantage is not least our deep knowledge of the need, which logically starts from our experience with Biel, but is reinforced by the participation in the team of one of the greatest specialists in low vision in Spain, Professor Eulalia Sánchez from the School of Optometry of the UPC, coordinator of the Low Vision Research Unit of the UPC. This has allowed us to avoid falling into errors in the definition of the solution, being able to base ourselves on the scientific knowledge of the real effects of low vision in patients. On the other hand, in addition to the direct collaboration of Professor Eulalia Sánchez, we have a collaboration agreement with the "Center Universitari de la Visió", dependent on this faculty of optometry, which allows us to verify and validate the usefulness of our prototypes. Finally, in our Advisory Board we have Dr. Sánchez-Dalmau, neuro-ophthalmologist of the ophthalmological institute of the Hospital Clínic de Barcelona (ICOF), who also helps to define the design of our solution with his knowledge of the basic diseases that cause low vision. Finally we want to highlight as a competitive advantage both the multidisciplinary team that drives the project and the framework of relationships that thanks to this team we have known how to weave in relation to the project, which makes it possible for example that at this moment we have agreements with two universities simultaneously, one for the development and another for the validation of the product.



**Business Model**

We will sell our products at optical stores specialized in low vision. It will be a win-win relationship where they will get a new business with higher profits than conventional products, while we will get access to the customers, and to their professional capacity to configure the glasses for each user specific needs. We will use a B2B2C strategy, selling our product to existing distributors of other optical products (lenses, eyewear, etc.) that will, in turn, sell it to the retail stores. We will select one official distributor for each country, prioritizing distributors experienced in low vision solutions, except for Spain, where we will directly sell to the stores specialized in low vision, because we already know and have good access to them. There are a few optical stores which specialize in low vision, and consequently in our local market we are able to address them directly. To sell our products, optical retail stores will go through a process of training and certification, to ensure that they will be able to correctly configure the product to the specific needs of the user. This certification not only will allow to sell the product, but also to give support to users in case of any need (disease evolution, technical incidents, etc.). The retail stores will be also selected according to their experience and focus on low vision products. The retail stores certified to sell our products will get paid by BIEL GLASSES S.L. for giving support services to the users. For us is crucial that the customers receive ALWAYS AN EXCELLENT SERVICE, a core value of our company. The users will also receive our remote support, but customization tuning will be carried out by optical professionals. Customers will pay for our products including one year of service. After that, in order to get the support they will pay a yearly fee. We have initially estimated a distributor price of 2.800€ per unit, and a retail price of 4.900 € per unit. The support service fee is estimated in 500€/year, including all software upgrades and a 30% discount for equipment renewal, as a customer retention policy. This price may be totally or partially covered by social services, insurance companies and disability foundations. Although they do not usually sell optical products, the role of the ophthalmologists as product prescribers is very important. Therefore, it will be fundamental for a solid growth of the business to create product awareness among ophthalmologists, and to gain their confidence. They should be the starting point where customers may get recommendations to use our products, according to each patient condition. To ensure that they are informed about the product and its applications, we will collaborate with eye research institutions, participate in ophthalmology congresses and seminars, organize training courses and finance research studies in order to get the validation from the ophthalmologic scientific community, and to receive their feedback to use it for the continuous improvement of our product. We have already initiated these tasks achieving a collaboration agreement with University Vision Center of the Universitat Politècnica de Catalunya, and adding to our Advisory Board a renowned ophthalmologist like Dr. Sanchez-Dalmau.

**Go-To Market Strategy, Internationalization & Expansion Plans**

We will initially focus our resources in a small area to create a critical mass of retailers, users and ophthalmologists, in order to demonstrate the validity of the product and business model. We will start with 2 cities (Barcelona and Madrid) in Spain, our local market, and another European city, Copenhagen, because we are already in contact with public low vision related institutions ("Kennedy Centret", [www.kennedy.dk](http://www.kennedy.dk)) and main low vision products distributors there, and the reimbursement policies for disability aids are very favorable. As soon this initial markets start working we will be able to face an international expansion with more robustness and credibility. This business model validation will be also necessary to raise the funds needed for such expansion. According to our plan, we will expand to the main European countries on 2nd year after product launch, initiating US business and South America on 3rd year, and Middle East and Asian markets on 4th year.

**Achievements & Milestones**

We have a functional prototype that we are testing with patients with good results, obtaining objective and subjective evidence of mobility improvement. We raised more than 400K€ in grants from national and international institutions, including EC. We are planning a seed round of 1M€ in July 2020. We obtained several national and international awards, including best social startup "tech for good" award at GITEX 2019 in Dubai. We already have distribution agreements in Spain and Denmark, our initial markets. We will have our MVP ready in 4 months. Then we will start our industrialization stage, in order to start sales April 2021. We plan to obtain our Class 1 Medical Device certification in January 2021.

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## Biomendex Oy



**Kaarlo Paakinaho, CEO**

I started to develop novel synthetic bone graft thirteen years ago. In this path Business Finland has supported the development from lab to clinic with 1,5 M€. After the research phase (in vitro + preclinica) and fund raising road show Biomendex was founded by the core team to enable the manufacturing and sales of these new bone graft materials under the brand name AdaptOS (adaptive bone). Biomendex raised in its first round 400k € of private funding, 600k € Business Finland R&D funding and H2020 funding from European commission for Project with total budget of 3.2 M€. In addition to patented technology, Biomendex has built in-house knowledge in production technology and clinical study execution which gives the Company and the team strong foundation in revolutionizing the global bone graft market sized 3B \$.

**Geographics:** Europe

**Products:** tissue engineering, New Biomaterials for bond and joint repair, bone graft substitutes

### Biomendex Oy

**We change the way bone voids are treated.**

Biomendex's mission is to change the way bone voids are treated. When an orthopaedic surgeon needs a bone transplant, they usually take it from another part of the patient's body. This means that the surgeon has to give the patient a small disability in order to treat them. This is madness which has to stop. Biomendex has developed a synthetic bone graft substitute material called Adaptos. It is affordable, easy to handle, easy to store and has worked well in animals. The need for the product is so great that it was included in a scientific clinical study which does not cost the company anything. The company can use the results of the clinical study when applying for a CE Mark.

**Geographics:** Italy, Finland

**Products:** Synthetic bone graft substitute

## Biomendex

### Contacts:

www.biomendex.com/  
Tampere  
Finland

### Other Key Members

#### Heidi Hinkka

I began my career as an international business lawyer. It taught me a lot about business, but I got tired of giving advice from the court side - I wanted to get into the game myself. I have worked in several different kinds of companies, from small startups to the world-leading Nokia in its glory days. Biomendex is the third startup I have helped launch. Applying all my previous learnings from all the previous companies helped Biomendex attract over 3 million euros of funding in its first year. I believe in preparing well for everything you do, involving a wide range of stakeholders and synthesizing all the information that I can get my hands on. Bones don't seem to leave me alone - this is the third company where we make implantable medical devices for bone repair. I am interested in meeting all kinds of TechTour participants even if we don't have shared interests in the immediate future.

### Financial Data

**Founded:** 2018

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Business Finland R&D1	2019	599000.00 €	0.00 %	DEBT
Angel Round	2019	425880.00 €	0.00 %	EQUITY
EU SME Phase 2	2019	2248750.00 €	0.00 %	GRANTS_EU_FUNDS
Founding capital	2018	20000.00 €	0.00 %	EQUITY
Business Finland Tempo	2018	50000.00 €	0.00 %	GRANTS_EU_FUNDS

### Project

#### Product / Value Proposition

Adaptos is a synthetic bone graft substitute material which mimics native bone. It is made of affordable and well-known raw materials which have been in surgical use for years.



**Products:** Implantable medical devices, bone graft substitutes, Biodegradable medical devices

**IP:** YES

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**Customers**

Sipoo Small Animal Clinic

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**Partners**

Orton Science Fund

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**Competitors**

J&J

**Competitive Position / Advantage**

Adaptos is the only product that is affordable, easy to mold, has a sturdy stay-in-place structure and is bioresorbable in the long term.

**Business Model**

We manufacture the products ourselves in our own factory using our proprietary manufacturing method. Our sales strategy combines elements of direct and indirect sales models.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Rapidly creating sales from the veterinary market in Finland and in Italy. In Finland we have a network of key opinion leader vets who have already requested to buy the product. For Italy we have an Italian business development manager preparing market entry, e.g. building a relationship with European Society of Veterinary Orthopaedics and Traumatology which is based in Cremona, Italy. The veterinary market is the strategic pathway to human dental surgery which in turn is the strategic pathway to human orthopaedic surgery.

**Achievements & Milestones**

25 animal patients successfully operated (dogs, cats, horse)

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## Biomodics



### Peter Thomsen

Peter Thomsen has held managerial positions since 1997. He has held foreign postings in The Netherlands, Italy and UK. In 2002 he joined NKT, as a head of research, where he was responsible for R&D projects and carried out business development in the life science area. He was founder, cofounder or manager in several start-up companies. He has also worked with a number of large life science companies. These companies include organisations such as Abbott and Wilam Cook Europe. In 2006 he founded BioModics which he is managing. Peter Thomsen obtained a Master of Science in Biology from University of Copenhagen in 1996, a Ph.D. in 1999 from the faculty of health sciences, University of Copenhagen and an MBA from Edinburgh Business School, Heriot-Watt University which was supplemented with a specialist degree in 2008.

**Geographics:** Europe

**Products:** Life Sciences, Energy; Clean Technology; Environment



### Biomodics

#### High quality solutions for diagnostics, labware and health care devices.

Biomodics is an independent Danish company providing proprietary platforms for controlled and prolonged release of drugs from polymers. This technology is used for catheters, oral drug delivery and ophthalmology among other applications. Unlike standard thin fragile coatings, BioModics platform technology provides a bulk material modification. This provides unique long lasting controlled release of drugs adding enhanced functionality to polymeric bio products. BioModics also provides self-regenerating functional surfaces/coatings for high performance products. Leading national and international institutions have chosen to work with BioModics. The Danish state has awarded BioModics via the High Technology Foundation. Recently, BioModics was also awarded by the Strategic Research Council. Furthermore BioModics has been awarded twice in Europe within programmes for the medico and pharma industry. Finally in December 2009 BioModics won "The Eurecan European Venture Contest 2009".

**Geographics:** Europe, Denmark

**Products:** Life Sciences, Health data & analytics (health decision support)

### Contacts:

www.biomodics.com

Lyngby

Denmark

## Financial Data

**Founded:** 2010

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

## Project

### Product / Value Proposition

Hospital acquired infections are a major unsolved problem in healthcare, causing unnecessary illness, suffering, and soaring avoidable costs, which affect over 4 million patients every year in Europe. Of these infections, 27% are catheter-associated urinary tract infections (CAUTIs). Patients are at high risk of contracting CAUTIs – 15-25% of hospital patients are expected to use a catheter during their stay, with the risk of acquiring a CAUTI increasing by 3-8% each day the catheter is in place. In the US, 600.000 people contract CAUTIs every year, costing the American health care system an astounding \$1,7 billion. Despite more than sixty years of research, no commercially available catheter has been able to lower the risk of CAUTI. Biomodics has developed the first IPN Foley catheter with In Vivo proven infection prevention and treatment to improve care, patients' quality of life and save costs by avoiding biofilm formation and subsequent infections caused by catheters.

**Products:** infection prevention,

**Markets:** urinary catheters,

**Geographics:** United States of America, Europe,

**IP:** YES

### Customers

Hospitals

### Partners

Odense hospital

Helev hospital

### Competitors

CR Bard



### **Competitive Position / Advantage**

Biomedics' innovation has several key advantages over conventional solutions when it comes to tackling antimicrobial resistance: 1) it precludes the formation of biofilms, avoiding infections as well as conditions that favour resistance; 2) the optional diffusion of drugs via the balloon means that antibiotics are released locally in the body, reducing the amount of antibiotic required to be effective and avoiding systemic antimicrobial application; 3) it allows APIs (e.g. chlorhexidine and antimicrobial peptides (AMPs)) that cannot be used systemically. The mechanisms of action of such drugs bypass the biochemical resistance mechanisms used by bacteria, meaning that resistance is less likely to develop. Dosages can be optimised for local application to ensure high local concentration yielding maximum efficacy while reducing the risk of side effects. Local drug delivery drastically reduces the amount of antimicrobials used, protecting the environment and minimising the risk of resistance. The animal trials carried out in December 2019 highlight that one month of use of Biomedics' balloon requires less drug (1 mg sparfloxacin) than the recommended daily doses for systemic prophylaxis (50-100 mg nitrofurantoin) or treatment of UTI (200-400 mg nitrofurantoin).

### **Business Model**

Biomedics has developed the first IPN Foley catheter with In Vivo proven infection prevention and treatment to improve care, patients' quality of life and save costs by avoiding biofilm formation and subsequent infections caused by catheters. This first-of-its-kind approach allows targeted drug delivery to the bladder, achieving a continuous, regulated and local treatment of infections. Biomedics' IPN catheter minimises the amount of antibiotics needed to be administered, avoiding the type of overuse that contribute to antimicrobial resistance. This differentiates Biomedics' solution from available alternatives, e.g. catheters with easily worn off antimicrobial coatings or oral intake of systemic antibiotics, which can contribute to antimicrobial resistance. The global market for urinal catheters was valued at \$2,56 billion in 2018, growing at a CAGR of 6,3%. Already having the production capacity to supply 5% of the world demand, Biomedics targets the EU and North America markets, valued at \$690 million in 2018. The aim is to complete the final steps before market introduction, notably CE marking and clinical trials. Biomedics foresees holding 1% of the market in 2026, with total revenues amounting to €74.63 million. Based on funding, we are foreseeing a payback period of 4-5 years. We aim to capture 5,5% of the global indwelling catheter market by 2026 with a unit sales price of \$100. The exit strategy should be divided into scenarios, but can be reasonably expected after five years. All exit routes are currently considered, e.g. IPOs, trade sales, management buy-out, redemption rights to founders, secondary sales, repayments and liquidation and will be decided considering the anticipated ROI from investors as well as the development of the company compared to initial milestones.

### **Go-To Market Strategy, Internationalization & Expansion Plans**

To take the innovation to market, Biomedics needs to obtain a CE mark and clarify the clinical relevance through a clinical trial. Then focus will shift to operations and marketing related activities to pave the way for Biomedics' IPN catheter to become the new gold standard on the market and scale up the company's potential. 1. Obtain ISO13485 certification: Compliance with this certification is often seen as the first step in achieving compliance with EU regulatory requirements. As such it is also a logical first step in obtaining the CE marking. 2. Obtain CE mark/FDA clearance: to obtain market access for Biomedics' IPN catheter in the EU (CE mark) and the US (FDA clearance, 510k). This is necessary to move on with evaluating the clinical relevance, validate health economic impact (pricing strategy) and to enter the markets at all. 3. Clinical relevance: Large-scale clinical studies will be initiated to provide the evidence needed to become the new gold standard through support in official guidelines and recommendations and gain initial customer interest. These trials must be large-scale (at least 200 participants), as small-scale studies previously have been found to yield misleading results.<sup>20</sup> 4. Pre-commercialisation agreements and commercial deals: to secure the links along the supply chain, from OEMs assembling the catheters to distributors that connect Biomedics to customers. Distributors will act as an extension of Biomedics' sales force in key markets where it would not be feasible for Biomedics to establish a direct sales staff. Synergies from integration into an existing portfolio of products will also be harvested. The 'outsourcing' of the sales function will result in lower costs and will give Biomedics the resources to concentrate on R&D and manufacturing (IPN balloon) disciplines. It enables Biomedics to focus on building the clinical evidences with leading hospitals that will generate the signatures of early adopters, provide guarantees to distributors and secure first revenues.

### **Achievements & Milestones**

Biomedics was founded in 2010, with the mission to improve interactions between medical devices and biological materials. The IPN catheter project won the Eureka European Venture Contest in 2009 with the topic Nanoporous catheters for prevention of infection highlighting the technology merit, business potential and company profile quality. In 2015, Biomedics obtained the SME Instrument Phase 1 grant, validating the technical and commercial feasibility of the product. Since then, the mechanical properties of the catheter have been investigated, the production facilities have been established, standard procedures have been put in place, the balloon has passed ISO tests (resistance, shelf life tests) and more than 20 drugs have been qualified for use in the catheter. EU funding has been acquired to fund R&D activities, which have enabled Biomedics to initiate collaborations with large companies, sell R&D services as part of these projects but also contributed to the development of various aspects of the current catheter and other medical devices offered by Biomedics. Lastly, Biomedics has successfully published research papers related to various medical devices <sup>23</sup> innovated by the company and possesses a strong portfolio of patents.



## Buddy Healthcare



### Jussi Maatta, CEO

Jussi is CEO and Founder of Buddy Healthcare, a company transforming pre and post surgery care. Buddy's mobile care coordination and patient engagement platform automates and monitors patients' surgery preparation and recovery procedures. After starting his career in a mobile health startup in 2005, Jussi has solved customers' challenges in healthcare, communications and digitalization in an intrapreneurial role in corporations like Nokia and Tieto, as well as startups. Jussi has MSc in Information Technology from University of Oulu, Finland. He is passionate about improving patient experience and building new innovative services that makes people life easier.

**Products:** health data analytics platforms, software, Telemedicine / tele/remote consultations

### Buddy Healthcare

#### Automating care pathways

Buddy Healthcare is on a mission to transform care coordination in hospitals and clinics by making care accessible, actionable and measurable for everyone, everywhere and anytime. For hospitals and clinics that aim to digitize care coordination operations, BuddyCare is a mobile care coordination platform that automates patient pathway coordination, allowing providers to easily implement their own care protocols and patient journey workflows in a digital format that is easy for patients to use.

**Geographics:** United States of America, Europe

**Products:** Digital therapy and patient engagement (treatment focus), Telemedicine / tele/remote consultations, Health data & analytics (health decision support)

#### Contacts:

www.buddyhealthcare.com  
Helsinki  
Finland

### Financial Data

**Founded:** 2015

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

### Project

#### Product / Value Proposition

For hospitals and clinics that aim to digitize care coordination operations, BuddyCare is a mobile care coordination platform that automates patient pathway coordination, allowing providers to easily implement their own care protocols and patient journey workflows in a digital format that is easy for patients to use. The BuddyCare App for patients provides patients all the information, tasks, questionnaires and instructions they need to navigate throughout a care period. The BuddyCare Dashboard provides care professionals real-time visibility over patients' preparation and recovery procedures helping to focus on patients that need special attention. The system uses data analytics to identify risks for cancellations, delays and no-shows early before the surgery as well as to find evidence-based best practices for patient pathways to improve quality of care. The solution also integrates the collection of PROMs into daily life of the patients.

**Products:** Telemedicine / tele/remote consultations, Digitally enabled healthcare delivery; remote & telehealth (connecting patients & healthcare), Mobile health solutions

**Markets:** Healthcare, Clinics, mhealth

**Geographics:** United States of America, Europe

**IP:** NO





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**Customers**

Orton Orthopedics  
Helsinki University Hospital  
Oulu University Hospital  
Universitätsmedizin Mainz  
Goldfinch Health  
University Clinic Schleswig-Holstein (UKSH)  
Tampere University Hospital

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**Partners**

Boston Scientific  
Karl Storz  
Heraeus Medical

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**Competitors**

Wellbe  
Patient Journey App  
Seamless MD  
Lumeon

**Competitive Position / Advantage**

Unlike other mobile care coordination solutions, BuddyCare is a care process-driven platform that combines patient education and data collection in the same system; is therapy area agnostic, enabling our customers to easily design and maintain their own mobile pathways across the departments; and is provided as a white-label solution to help out customer to promote their own brand. BuddyCare is a single mobile to cover majority of the patient engagement needs in a hospital.

**Business Model**

Triple pathway business model: 1. Direct sales to hospitals and clinics in selected markets with a monthly subscription paid by a provider. 2. OEM (licensing) to medical device or service provider companies that sell the solution under their own brand in a selected niche market. (Two licensing deals in place at the moment). 3. Strategic partners with selected Health IT companies to complement partners' existing offering with Buddy Healthcare's solutions.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Target customers are hospitals and clinics. The product is surgery type agnostic but the most interesting customer segments are orthopedics, cardiology, plastics and pediatric surgeries. Aim is to reach clinical customers by working together with licensing partners to develop an indication specific solution with each partner.

**Achievements & Milestones**

- In Jan 2020, monthly recurring revenue 42k€. - In Finland, 4 (out of 5) university hospitals and 7 (out of 14) central hospitals as paying customers. - First paying customers in Germany (UKSH, Unimedizin Mainz) and USA (Goldfinch Health). - All together, 30+ departments and/or clinics using the software at the moment including ENT, orthopaedic, gastro, obesity, pediatric and cardiologic surgeries and/or operations as well as in psychiatry, psychiatry and pain therapy. - Licensing/partnership with few global medical device companies.

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## Causalus



### Wintom Zecarias, CCO

CCO & Co-founder at Causalus, building the first digital tool to solve the trillion dollar global polypharmacy problem. Strategic and experienced entrepreneur with track record of shipping several products. 10+ years experience with building startups from scratch, building teams, raising funds and creating/commercialising products.

**Geographics:** Europe

**Products:** Medtech, Pharmaceutical services, Medication Management

### Causalus

**Evidence-based medication optimization tool for healthcare professionals, designed to solve the global polypharmacy problem.**

There are 8.6M unplanned hospital admissions in Europe every year. 50% of hospital admissions due to adverse drug events are preventable. Causalus can generate massive healthcare savings, but also significantly improve the health and wellbeing of elderly patients. Causalus is a service comprising of cloud-based software and remote pharmacist service. It reviews and monitors medication and its impact. Causalus has been primarily developed to rationalise the complexity of polypharmacy used for senior patients. Causalus is a tool for professionals. The service's primary users are nurses, pharmacists and doctors. The software analyses the patient's medication and health condition, and presents this information in a clear visualisation. The programme assists healthcare professionals in recognising risks and possible problems in the patient's overall medication regimen. The remote pharmacist supports the work of doctors and nurses by offering advice and solutions to support decision-making.

**Geographics:** Europe

**Products:** Clinical Decision Support Systems, AI, ML

## Causalus

### Contacts:

causalus.com  
Helsinki  
Finland

### Other Key Members

### Panu Engeltuori

Detail-oriented generalist who has built numerous physical and digital products from ground up both as an entrepreneur and employee. 10+ years in product development, tens of products shipped. Work experience from Series A -funded startups in the US to public companies in Finland (i.e. LAT1V).

### Financial Data

**Founded:** 2018

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Icebreaker VC	2018	0.00 €	0.00 %	EQUITY
Arteel Ventures	2019	0.00 €	0.00 %	EQUITY

### Project

### Product / Value Proposition

The number of prescribed medications increases substantially when patients have multiple conditions and illnesses. Polypharmacy is a well-known risk factor especially when it comes to problems related to the medication of the elderly. Long drug lists always require specialised medication reviews, which should also be revisited whenever medication or health conditions change. However, the resources for conducting reviews are often insufficient. Causalus is a service comprising of cloud-based software and remote pharmacist service. It reviews and monitors medication and its impact. The software analyses the patient's medication and health condition, and presents this information in a clear visualisation. The programme assists healthcare professionals in recognising risks and possible problems in the patient's overall medication regimen. In short, our service minimises the adverse effects and maximises the benefits of medication.

**Products:** Medical Software, Medication Management, SAAS

**Markets:** Elderly Care, Senior care, Care home

**Geographics:** Northern America, Europe, Northern Europe

**IP:** YES

**Customers**

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Villa Tapiola  
Gaius Foundation  
Raasepori

**Partners**

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Association of Finnish Pharmacies  
Pharmac Oy

**Competitive Position / Advantage**

We are the first company in the world digitalizing medication reviews, and core team consist of domain experts and seasoned professionals with over 100+ years of combined experience. Our few indirect software competitors list general risks of adverse effects and interactions, but none of them visualise medication reviews, continuously track symptom development or provide the Pharmacist-as-a-Service model.

**Business Model**

We sell a B2B SaaS service for an annual license fee.

**Go-To Market Strategy, Internationalization & Expansion Plans**

We are currently in product development phase, but will launch to the Nordic markets in mid-2020 and start pilots in the EU region in early 2021. We are working both directly with our customers as well as with the market leading distributors of medication safety services. Our go-to-market strategy is supported by the initiation of clinical research and getting Causalus MDR-certified in mid-2020.

**Achievements & Milestones**

Paid pilots with customers in Finland have been running since April 2019. Initial analysis of results shows not just a decrease in medication doses/amounts, but also significant decrease in patient symptom points. In the spring of 2020 we are starting more pilots with some of the biggest private health sector players in Finland. We also have an Lol with one of the leading Pharma companies regarding collecting a structured drug side effect database. Our Quality Management System is ready, and Causalus will be a CE-marked MDD1 medical device in February 2020 and MDR 2a grade medical device by June 2020. Pat. pend. in USPTO, and trademark IPR secured.

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## Emperra GmbH



### Jens-Florian Krieg, CFO

Proven track record in classical finance functions in SME, start-ups and big corporations. Experienced in international business, supply chains and strategy execution. Additional skills in digital marketing channels & digital business models.

**Geographics:** Germany, United States of America, Turkey

**Products:** Medtech, Life Sciences + Medtech, Digital health

### Emperra GmbH

**Digital solutions for Diabetes Care, unique hard- and software, smart wireless insulin pen, smart blood glucose meter, online portal (PC, Mobile, SmartTV) CE certified as medical device**

Emperra® GmbH E-Health Technologies is a research- and development-driven medical-technology company providing highly innovative approaches and solutions in the fields of e-health technologies and telediatology. Emperra® GmbH E-Health Technologies combines progressive software with future-oriented hardware, integrating these into a basic medical/scientific concept to provide telemedicine product systems for patients with diabetes mellitus. Emperra defines itself through three clear missions: 1. improvement of quality of life for patients and relatives 2. better patient care by providing support to doctors and medical professionals 3. reduction of the burden placed on cost units in the healthcare system



### Contacts:

www.emperra.com  
Potsdam  
Germany

**Geographics:** Germany, Europe

**Products:** Life Sciences, Sensors & connected devices (tracking & Dx), mobile health solutions & apps

## Financial Data

**Founded:** 2008

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
ILB - Brandenburg Capital		0.00 €	0.00 %	EQUITY
Peppermint Venture Partners		0.00 €	0.00 %	EQUITY
others		0.00 €	0.00 %	

## Project

### Product / Value Proposition

Emperra offers a unique, holistic, state of the art, proven and AI enabled Diabetes Management solution to help the society to handle a pandemic disease and burden: Diabetes. The current solution generates data via our proprietary Hardware, transfer the data end-to-end encrypted into the cloud, can process them with algorithms and send the core learnings and predictions back to the patient and doctors. In parallel the system is brand agnostic, open for third parties, certified as medical product (Hardware & Software). We call this the ESYSTA ecosystem. We will use this backbone to develop it into a Digital Diabetes Platform with the midterm target to implement a Digital Diabetes Center. The Platform will combine various partners with complementary solutions to create a better value proposition for the users (mainly health care professionals and patients) – first LOIs in place. The Diabetes Center will use the platform data enriched via AI to improve and automatize patient treatment.

**Products:** Medtech, Life Sciences + Medtech, ehealth

**Markets:** Digital Diabetes Management, Diabetes Management, ehealth

**Geographics:** Germany, Europe,

**IP:** YES

**Competitive Position / Advantage**

To create a list of competitors is hard because Emperra owns the complete value chain and supplies a holistic solution along this chain. This holistic approach is an innovation and competitors may offer certain components along the chain but nobody so far is able to provide a comparable solution portfolio.

**Business Model**

The ESYSTA® (ecosystem) digital medical devices and consumables are CE marked and reimbursed in Germany already. Emperra has also achieved reimbursement for digital diabetes tele medical products & services (ESYSTA® Portal & Coaching) in Germany via selective contracts with health insurance companies. Emperra is now preparing for direct reimbursement of the ESYSTA App (according to the latest developments in Germany - Digital Act Law "Digitales Versorgung Gesetz - DVG" - which will become valid within 2020). In the midterm we also aim to achieve affiliate revenues out of the ESYSTA Platform approach (platform economies). The Virtual Diabetes Center which is in development will become active in 2021 / 2022 and will offer its services for self-payers in Germany and internationally but it is also expected that reimbursement structures for telemedicine will be existing across Germany as well that time (DVG enlargement to risk class 2 b and 3 products).

**Go-To Market Strategy, Internationalization & Expansion Plans**

A classical B2B (via Health Care Professionals) field sales organization is already existing with limited regional focus. Structures to scale-up this sales channel are in place. A B2C strategy (direct to the patient via digital marketing) is already tested and in place ready to be scaled up as soon as the DVG is in place and as soon as Emperra will achieve reimbursement for the ESYSTA App. The platform approach so far is a useful marketing tool to enrich the value proposition for users of the system (mainly patients & health care professionals) and creates a unique product while setting up entry barriers for competitors. The platform advantages will support both: The B2B and the B2C approach. In parallel we currently negotiate with partners to connect our solution to broader scale health care platforms and providers of medical records (2 Lols in place) to deliver an exclusive diabetes solution which might function as a gatekeeper for these systems as well. These connections will enlarge the ESYSTA solution reach and will foster growth.

**Achievements & Milestones**

- brand agnostic holistic medical product portfolio (incl. Software) acc. to ISO 13485 (CE) and data security acc. to ISO/IEC 27001 - Clinical & health economic proven (HbA1c reduction up to 2,0 % + Cost savings up to EUR 1,239 per patient per year - Validated reimbursement model - 510(k) been submitted to FDA - Interoperability - able to integrate into existing Health-Care-Platforms via compatible interfaces (HL-7 etc.) - Brand agnostic system - ready to be used in remote treatment concepts (telemedicine) - More than 2,5 m data points from more than aggregated 1,400 users & 220 doctors - more than 5 Lols of companies to join the Emperra Digital Diabetes Platform - ready for the German DVG ("Digitales Versorgung Gesetz" - Digital Act Law) which allow scalable reimbursement for the ESYSTA App. - tested digital marketing concept with promising KPIs ready to scale up

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## Futudent / Novocam Medical Innovations Oy

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### Lars Kähre

Engineer with an entrepreneurial and visionary mind. On a mission to change dentistry with game changing innovative camera solution for faster and easier documentation, communication and education.

**Geographics:** United States of America, Europe, Asia

**Products:** camera, dental documentation, dental communication

### Futudent / Novocam Medical Innovations Oy

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#### World leading dental non-interruptive camera solutions.

Futudent (Novocam Medical Innovations Oy) is the designer of the world's leading video communication tool for dentists. We are dedicated to improving the dental experience for doctors and patients alike. Futudent's dental imaging solution fits seamlessly into everyday dental workflow in all practices. Our aim is to change the game within dentistry and innovates new and powerful ways to help dentists communicate and document better than ever before. This, in turn, helps patients replace fear with understanding and informs better decision-making for their treatments. Futudent camera solutions are used in over 60 countries on five continents and expanding rapidly in Europe, Middle East, Asia and North America.

**Geographics:** United States of America, Asia, Europe

**Products:** Cloud Computing, Digital camera, software and IT services



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#### Contacts:

[www.futudent.com](http://www.futudent.com)

Helsinki

Finland

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#### Financial Data

**Founded:** 2011

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

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#### Project

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##### Product / Value Proposition

Documentation and communication is very important in dentistry, and Futudent is changing that dramatically. Today, most dentists use interruptive cameras that require the dentist to stop the procedure, put away the tools, take the camera, aim, focus, take picture, transfer files to computer, import images to the patient files, write comments, before they can get back to the procedure and continue working. The Futudent world leading camera solution with camera, software and cloud allows the doctor to take pictures and videos without interrupting the procedure. This allows also capturing personal oral health instructions, treatment suggestions, communication with treatment team, professional quality control and education in an intuitive workflow that doesn't require any skills in video making (most dentists are not video specialists). Dental filming is extremely challenging, and workflow doesn't allow any time for video processing or editing. Futudent unique solution is the solution

**Products:** dental communication, Dental Imaging

**Markets:** Dental Products & Services, Medical Imaging, dental imaging

**Geographics:** Japan, United States of America, Europe

**IP:** APPLYING





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**Customers**

Enova Illumination  
A-dec  
Orange Dental  
Dentsplysirona  
Microtech Japan  
Takara Belmont  
FARO  
Designs for Vision  
Solea Dental

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**Partners**

Implant Compare

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**Competitors**

G-Comm  
OXO Cam  
Loupecam  
Ekler

**Competitive Position / Advantage**

Futudent has no direct competitors, and is the forerunner and innovator in non-interruptive dental imaging. Futudent is recognized as the world leader in this almost virgin markets.

**Business Model**

OEM business with leading manufacturers. SaaS model for software and hardware. Distribution sales globally.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Futudent sells today through distributors in around 25 countries, 3 major OEM partners. OEM business will grow to about 10 major OEM partnerships during 2020. Futudent cameras are registered as medical class 1 devices, and new brands for veterinary (vetCam) and medical (novoCam) were launched in Q4/2019.

**Achievements & Milestones**

First affordable FullHD dental loupe camera (eduCam). Smallest dental loupe mounted camera (microCam). First dental 4k camera (proCam). Installations in 60+ countries. Used in 50+ universities.

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## Gabi SmartCare

### Baut Jonathan



Passionate entrepreneur in digital and mobile health, committed to the development of technologies that empower people with their own health, towards disease prevention and a healthier life. Experienced team leader, working with international teams for the development of innovative and creative product concepts that are shaping the future of health. With an educational background in business and management, I have gathered 15 years of business management experience from scaling up international tech company (3 to 13m€ revenue), to growing investment banking company and finally building up predictive outpatient paediatric HealthTech company.

**Geographics:** United States of America, Europe, Asia

**Products:** medical device, Predictive Analytics, wearable device

### Gabi SmartCare

#### Improving children's live thanks to predictive outpatient monitoring solution

Gabi SmartCare (GSC) is a MedTech startup, that improves children's lives thanks to outpatient predictive monitoring. Remote monitoring solutions showed important reduction in adult ER visits and hospitalisations, but no such medical tool exists for young children. The developed solution is a class IIB medical device that monitors children vital signs via a wearable glove, alerts parents in case of health troubles through a mobile app and provides healthcare professionals (HCP) with data history and abnormal events detection through a dedicated web platform. GSC's existing solution has multiple domains of medical applications (Respiratory, chronic conditions, Cardiac, post-hospitalization, etc.). GSC ambitions to become the world's leading provider of outpatient predictive pediatric monitoring solutions, with a first area of interest in chronic respiratory disease.

**Geographics:** Belgium

**Products:** cardio-respiratory medical device, Predictive Analytics, wearable device

### Contacts:

www.gabismartcare.com  
Mont-saint-guibert  
Belgium

### Financial Data

**Founded:** 2017

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Frederic Bostyn	2018	70000.00 €	4.09 %	EQUITY
Dirk Wauters	2018	70000.00 €	4.09 %	EQUITY
DGO6	2018	250000.00 €	0.00 %	GRANTS_EU_FUNDS
Novalia	2018	140000.00 €	0.00 %	GRANTS_EU_FUNDS
Olivier Coune	2018	70000.00 €	4.09 %	EQUITY

### Project

#### Product / Value Proposition

Respiratory diseases is responsible for more than 30% of all paediatric hospitalisations, and is one of the main cause of death under 5 years old. Despite being a priority for WHO and international societies, respiration diseases remain largely under-diagnosed and poorly managed. With the support of 50 doctors and more than 800 parents, Gabi SmartCare is developing predictive at-home monitoring solutions for early diagnostics and daily management of chronic respiratory diseases. GSC's connected and predictive analytics platform enables parents to identify any exacerbation and give prompt care (as this is the main cause of hospitalisation) while providing healthcare professionals with unique data to improve treatment efficiency and anticipate complications. With one mission: reduce hospitalisation and improve children's lives.

**Products:** cardio-respiratory medical device, paediatrics, Wearable Sensor

**Markets:** chronic disease management, digital health, Disease Diagnosis

**Geographics:** United States of America, Europe

**IP:** PENDING



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**Partners**

CSEM  
Covartim  
Meziere  
Johnson & Johnson

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**Competitors**

Bambi Medical  
Smart Peak Flow  
BioVotion

**Competitive Position / Advantage**

A large competitive analysis was done from inpatient to outpatient solutions, and from adult to children dedicated solution. It allowed us to validate the existing gap and identify where Gabi SmartCare has the most added value. Additionally, it allows us to smartly continue developing on our competitive advantages to ensure our leading pediatric positioning. The competitive advantages identified are: - Product designed especially for children from 0 to 5 years old - Patient oriented: Remote, comfortable, easy-to-use - Medical grade monitoring of SpO2, Heart Rate and Respiratory Rate (which is what really interest pharma companies) - Respiratory disease-oriented solution combining physiological and environmental parameters - AI algorithms enabling treatment efficiency analysis, distinguishing Viral and Inflammatory disease, predicting exacerbation, assessing the disease control level

**Business Model**

GSC sells to 3 type of customers: Patients (for disease management), Healthcare Professionals (For diagnosis support) and Pharmaceutical companies (for supporting their clinical trials). In this context, GSC benefits from a multi-source revenue business model: - Patients: 25€ monthly subscription validated through pre-sales and customer surveys - Healthcare Professionals: SaaS - Several business models need to be tested and validated in 2020 - Pharmaceutical companies: SaaS - validated with Johnson & Johnson

**Go-To Market Strategy, Internationalization & Expansion Plans**

In terms of positioning, GSC will first sell the product to Pharma companies to accelerate data collection and build credibility towards medical community. This will take place end of 2020 with the support of Johnson & Johnson. Then, the commercialisation will expand to the patient with a positioning on the management of asthma and to the Healthcare professionals with an Asthma diagnosis support positioning. Last step will be to expand to all respiratory diseases. In terms of geography, a first European market approach was analysed to define realistic sales projections. However, recent analysis showed existing matching reimbursement codes, in the US amongst others. And so the approach will be reviewed early 2020 based on these codes. To ensure the success of the Go To Market strategy, Gabi SmartCare is actively working on key partnerships with renowned Medical and Corporate Key Opinion Leaders, to play the role of ambassador within the medical community and support our distribution channels.

**Achievements & Milestones**

GSC successfully developed the monitoring solution within 12 months (Consumer Good CE marked) GSC has 1 patent pending and uses additional granted patent of one of the main Research center in electronics based in Switzerland (CSEM) GSC is ISO13485 certified Beta test population is currently using our solution on a daily basis To accelerate AI developments: - Agreements to collect monitoring data from partner hospital is under discussion - Existing database are under review

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## GlucoSet AS



### Nicolas Elvemo, CEO

Nicolas Elvemo (MD PhD) is the CEO of GlucoSet AS, a Norwegian medical device startup developing a glucose monitoring system for the intensive care unit.

**Geographics:** Northern Europe

**Products:** Photonics, advanced materials, Digital health

### GlucoSet AS

#### Glucose monitoring for intensive care patients, to improve outcomes and reduce costs

GlucoSet is a university spin-off, founded in 2011. R&D was moved from the university to the company in 2015. The company has 12 full-time employees and expects to hire more in 2019. Its offices are located in Trondheim Norway, where it has a 140m2 clean room for prototyping and small scale sensor manufacturing. The company collaborates not only with the local technical university, university hospital and research institutes, but also foreign universities (eg. UK) and hospitals (eg. NL, BE, AT). It is currently owned by an early stage venture fund (NIK IV AS; 49%), the team and inventors (~20%) and other investors (~30%).

**Geographics:** Europe

**Products:** fiber optic sensors, Nanotechnology, advanced materials

#### Contacts:

www.glucoset.com  
Trondheim  
Norway

## Financial Data

**Founded:** 2011

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Various investors	2018	1500000.00 €	27.00 %	EQUITY
SMEi H2020	2018	2400000.00 €	0.00 %	GRANTS_EU_FUNDS
Norwegian Research Council	2018	1000000.00 €	0.00 %	GRANTS_EU_FUNDS

## Project

### Product / Value Proposition

Most (90%) of patients in the intensive care unit (ICU) get elevated and unstable glucose levels because of their critical illness. High glucose is harmful, so nurses monitor the glucose with manual point measurements and give most patients insulin to reduce the elevated glucose levels. Safe normalization of the glucose level has been shown to reduce complications and costs (~30%), but this is not possible to consistently achieve with manual control. Several attempts have been made at transferring technology from diabetes sensors, but these have failed because of fundamental differences between outpatient diabetics and patients in the ICU. GlucoSet is developing a continuous glucose monitor specifically for the intensive care unit, because continuous monitoring is necessary to improve outcomes and reduce costs.

**Products:** fiber optic sensors, Nanotechnology, advanced materials

**Markets:** Intensive care, cardiovascular

**Geographics:** United States of America, Europe

**IP:** YES

### Customers

Product not CE-marked;  
no current customers

### Partners

OLV Aalst  
Amsterdam UMC

### Competitors

Optiscan Biomedical  
Flowson

**Competitive Position / Advantage**

GlucoSet's product is the first and only continuous glucose monitor that samples glucose in arterial blood, through the arterial catheter that intensive care unit patients already have, without disrupting the other uses of that catheter. This means more reliable readings, a product that takes minutes to set up, and that setup can be done by nurses without requiring help from a physician.

**Business Model**

GlucoSet will sell disposable sensors at a high margin, and reusable monitors at a low margin, to intensive care units in the hospital. Key manufacturing steps on the disposable will be kept in-house, but much of the manufacturing will be done externally.

**Go-To Market Strategy, Internationalization & Expansion Plans**

GlucoSet will enter the European market in 2021. The first market segment will be cardiovascular ICU patients. Market entry begins in Belgium and the Netherlands where we will set up reference centers together with KOLs. Initial market adoption will be driven by direct sales, reference center visits, test trials and academic publications.

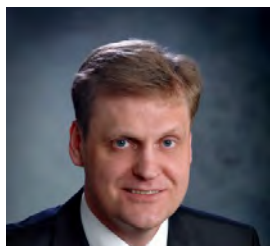
**Achievements & Milestones**

Achievements: 2011: Company started to hold IPR. Preclinical research. No employees. 2015: Spun-off from university. First investor entry. Three employees. 2018: SME Phase 2 grant. New investor round. Move from campus to own facility. Ten employees. Milestones 2019 Q4: First in patient. 2020 Q4: Pivotal trial. 2021 Q2: CE-mark.

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## Injeq Oy



### Ilari Antila

Medical Device, Life Science and Healthcare Executive, Business Leader and Board Director. Sales, marketing and general management executive with extensive corporate and SME experience combined with expertise in partnerships, mergers & acquisitions, business transformation, restructuring and turnaround assignments, sales, marketing and strategic account management, commercialisation of innovations, strategic business development, startups and new ventures. B2B and B2C.

**Products:** Life Sciences, Medical Device Software, Medical Devices

### Injeq Oy



#### Contacts:

www.injeq.com  
Tampere  
Finland

#### Injeq IQ-Tip Smart Needle knows where its tip is

Injeq has created revolutionary IQ-Tip Smart Needle which can tell where its tip is. Following successful financing rounds in 2017 and 2019, the company is conducting clinical investigations in Tampere, Helsinki and Turku University hospitals, and is targeting market entry 4Q2020. Injeq is working on QMS for CE mark together with TV SD in accordance with the new requirements of MDR. First use for IQ-Needle is in lumbar punctures aka. spinal tap, including treatment of Acute Lymphocytic Leukemia. Company has IPR in the technology - bioimpedance measurement identifying tissue type surrounding the tip in real time - which eventually can be used in many applications: administering precision drugs, biopsy of internal organs and joint injections, to name but a few. Injeq is looking forward to raising Series A to 1) ramp up production and scale up in EU 2) initiate certification processes for other geographical areas and 3) start leveraging the technology to other applications

**Geographics:** United States of America, Europe, Asia

**Products:** Medtech, Medical Devices, smart medical devices

## Financial Data

**Founded:** 2010

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
BF/Tekes loan	2019	500000.00 €	0.00 %	DEBT
Crowdfunding share issue	2017	1650000.00 €	16.00 %	EQUITY
BF/Tekes Loan	2017	800000.00 €	17.00 %	DEBT
ELY Grant	2018	100000.00 €	0.00 %	GRANTS_EU_FUNDS
Crowdfunding share issue	2019	1700000.00 €	18.00 %	EQUITY

## Project

### Product / Value Proposition

IQ-Tip is a smart needle which can tell where its tip is. This is achieved by a proprietary construction of the needle combined with a DSP-based analyzer monitoring the impedance spectrum of the tissue the tip is touching in real-time. First application is spinal needle, to be in diagnostic samples of cerebrospinal fluid (CSF) and for administering intrathecal drugs into the CSF e.g. when treating ALL type leukemia (Acute lymphoblastic leukemia) - the most common cancer type in children. The spinal needle is close to market entry and looking forward to being CE certified during 2020. Same technology can eventually be used also to other application areas, such as joint and vein punctures as well as biopsy.

**Products:** Medtech

**Markets:** Medtech, Hospital, pediatric hospitals

**Geographics:** Northern America, Europe, Asia

**IP:** YES



**Partners**

Helsinki university hospital  
Turku university hospital  
Unisis  
TÜV SÜD  
Tampere university hospital

**Competitors**

Existing needle manufacturers.  
Traditional needles continue to be widely used - experienced practitioners' resistance to change.

**Competitive Position / Advantage**

Spinal needles are used in about 100 million lumbar punctures on patients every year. The current practice is both a competitive constraint and an opportunity. The opportunities arise from the commonness of the procedure and from the problems and risks inherent to the current method. These problems and risks can be mitigated by the use of the Injeq IQ-Tip™ spinal needle. Still, many seasoned medical professionals may claim that the current method is sufficiently efficient although practical issues with the punctures exist and are recognized. Resistance to change can be considered a barrier of entry to the market. There are several factors working against this, though. First of all, while there are those who perform these demanding punctures all the time, there are far more professionals to whom this is a rare operation, and hence they willingly accept help enabling better performance and safety. Also, many of the professionals performing the procedures regularly to e.g. children know the limits of their expertise and rather rely on the added security than risk the safety of their patients. For instance pediatricians are not satisfied with the current solutions, because a lumbar puncture is an especially demanding procedure when performed on children and also the risks are higher than in case of adults when the traditional needle is used. For this reason, the company will start by focusing on pediatrics, after which it is likely that the use of the smart needle will spread and become a standard method also in procedures performed on adults. There is no existing market segment for a smart lumbar needle, as no similar products can be found on the market. Therefore, Injeq Oy will become the technology leader and leader in the sector once the product is on the market. The established needle manufacturers know our company and are monitoring the development. There is a good reason for this, as the company's vision is to revolutionize the current treatment practice. This may be reflected in the profitability of at least some of the current needle manufacturers. As we get closer to our goal, the demand for the traditional needles will diminish or disappear, one hospital ward at a time. On the other hand, there is room on the global market for partnerships with conventional needle manufacturers. This would give us access to their logistics as well as their sales and distribution channels. Thus far, needles that recognize tissue types, such as the Injeq IQ-Needle™, have only been researched by universities and in the company's own studies. Problems inherent to lumbar punctures are widely recognized. Attempts have been made to develop competitive solutions based e.g. on measuring the pressure on the needle tip, or the light reflected from the tip. The technology based on pressure or manometry has been found to be inadequate, whereas the light-based solutions have not reached the commercialization phase. All in all it can be stated that there are no competing products on the market with corresponding functionality, and that the development and commercialization of such competing products is far behind Injeq.

**Business Model**

The estimated annual market potential in European pediatric hospitals is 51 million euros. The estimate is based on patient and procedure volumes, number and types of hospitals, and expected sales prices (28 EU member states, Norway and Switzerland). The greatest need for the product is in the treatment of childhood leukemia and diagnostics and intensive care for newborns. These specialized fields account for around 60% of medical procedures carried out on children. The sales strategy is that the transition to using the smart needle for all lumbar punctures be completed simultaneously throughout each individual pediatric hospital to ensure coherent operating methods. The combined annual global market for applications relating to the technology is around 2 billion euros. The sales method and pricing model will be adapted to each market. The most common model will be one-off sales of tissue analyzers. This will generate a quick income flow, while also kicking off the sales of smart needles as disposable items. Depending on the target market and the financing model, the analyzers can also be sold using a leasing contract or the needle-as-a-service model. In the latter case, the customer will be charged for the needles based on use or number of patients. The business and pricing models suited to each market and the relative prices of the components will be discussed with distribution partners and customers and matched with the local reimbursement model. The aim is that the price will not constitute a barrier to buying the products.



### **Go-To Market Strategy, Internationalization & Expansion Plans**

Injeq is aiming to introduce the IQ-Tip system to EU market late 2020, as soon as the CE certification is received. Sales network has been prepared for this already in the past two years, and distributors have been signed in some of the key countries. Production is not a bottleneck as company has good supplier network and new manufacturing and assembly facilities in Tampere. The aim is to quickly expand sales to cover Nordic countries and large continental EU countries. Thereafter, the company has various significant growth path options. As the company's technology is disruptive it may be expected that the needle will see demand in the global spinal market as well as other application areas as soon as the technology is more widely proven in the market. In the following the alternative growth paths are explained. Investments in these will be considered specifically case by case. 1. Procedures on adult patients. Lumbar punctures and spinal anesthesia are significantly more often performed on adults than on children. Admittedly, the need is not considered as pressing as in case of child patients and the conservative nature of the market is also a barrier to quick sales. Our strategy is to use pediatric wards as beachhead and emphasize the benefits and reduced risks and thereby extend operations from pediatric wards to adult wards. No new product development will be needed and mostly the same distribution channels can be used. It is expected that in a long term, the smart needle will become part of normal treatment practices, as the ease and enhanced safety facilitated by digital technology are highly valued. 2. Extending sales operations to the United States. The United States offers significant opportunities. Based on the company's knowledge, marketing authorization can be acquired through FDA's De Novo process meant for innovative and low-risk products (Section 513(f)(2) of the US FD&C Act). Requirements of this process will be taken into account in the company's quality system, which is currently being prepared in accordance with the new MDR. 3. Extending sales operations to other parts of the world. Wellbeing of children and the available resources to secure it are a clear growth area also outside Europe and the United States. Birth-rate is high for example in many Middle Eastern countries, where major investments are being made in children care. The European CE certification also serves as a basis for the approval process of many countries outside Europe, and relatively few official requirements are made in addition to it. Several distributors have approached the company. These will be considered once the CE certification has been granted. 4. New applications. IQ-Tip technology can be leveraged to several new applications either independently or with partners. Treatment of cancer tumors is a good example of this. Clinical feasibility trials in internal organ biopsy have been conducted in 2016-17. Similar opportunities exist in e.g. vein and joint injections as well as in veterinary medicine.

### **Achievements & Milestones**

2010 Company founded. Start of research and proprietary technology development. 2014-17 Clinical validation of technology: real-time bioimpedance based tissue detection 2017 Clinical trials in first customer segment: pediatric lumbar punctures 2017 Funding round of 1,6M€ + 0,8M€ 2018 CE certification process started with TÜV SÜD 2019 Move of operations to new production-scale premises with own clean room facility 2019 Equity funding round of 1,7M€ + development project loan funding of 0,5M€ 2020 CE certification and expected start of sales

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## Klinik Healthcare Solutions



**Hannu Nissinen, Enthusiastic healthcare transformer, experienced digital health specialist.**

Enthusiastic and highly committed entrepreneur. Specialises in sales, product fit and finding a proper value proposition. Good understanding of challenges and possibilities in healthcare, globally.

**Geographics:** Latin America and the Caribbean, Northern America, United Kingdom

**Products:** healthcare IT, Digital health, Digital Recommendation Platform

### Klinik Healthcare Solutions

**We create AI-powered solutions for healthcare providers to enable better healthcare for all.**

We are a team of 30 professionals and we have offices in Finland, the UK & Mexico. Our core team consists of doctors, designers and engineers who share a common vision of making appropriate healthcare accessible to all. Drawing vast knowledge through operations with leading healthcare organisations and nations, we possess industry leading expertise on how patient pathways should be arranged in order to deliver high quality care and cost-effective processes.

**Geographics:** Latin America and the Caribbean, Europe

**Products:** healthcare IT, Software, web application

KLINIK  
HEALTHCARE  
SOLUTIONS

### Contacts:

linikhealthcaresolutions.com/

Helsinki

Finland

### Financial Data

**Founded:** 2013

**Stages:** Expansion/Growth,

**Current Number of Employees:** 21 - 50

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Business Finland R&D	2019	300000.00 €	0.00 %	DEBT
Seed round	2016	470000.00 €	20.00 %	EQUITY
Business Finland YIC	2018	500000.00 €	0.00 %	GRANTS_EU_FUNDS
A-Round	2018	2250000.00 €	20.00 %	EQUITY

### Project

#### Product / Value Proposition

We help to optimise the scarce resources in healthcare by digitalizing the first point of contact. Our solution recognises the condition, urgency and the care need for every patient with intelligent AI-based solution, before any healthcare professional's time and attention is needed.

**Products:** Digital healthcare, AI, digital health solutions

**Markets:** Finland, Artificial Intelligence, UK

**Geographics:** United Kingdom, Europe, Portugal

#### Customers

Haxby  
Keusote  
Vantaa

#### Competitors

Doctorlink  
Infermedica  
econsult



### **Competitive Position / Advantage**

Customer interaction market is fragmented. Competitors offer mainly video- or telephone-derived labor-intensive solutions. Most markets seems to lack of this kind of modern solutions. Biggest competitor in UK is eConsult, but their solution is more like a old-school form with the low level of intelligence. Competitive advantage is based on the in-house built AI, that enables safe digital condition and urgency assessment regardless of the type of the health issue. Many other solutions seems to recognise only limited number of conditions. Our focus is in helping the current public and private healthcare operators. Some of the competitors are focusing to compete with them by gaining their own patient pool. One of our key strenghts is also the good understanding of a change management needed in customer organisations to have a successful implementation for a product like this, and the ability to help in that process.

### **Business Model**

Business model is scalable SAAS-model. Revenues based on population base served (a population of a hospital district using our product, for example). Business model is already proven in Finland and in the UK with steady revenues, serving users of private and public healthcare providers and NHS.

### **Go-To Market Strategy, Internationalization & Expansion Plans**

At the first phase markets & clients are reached by our own sales operations, but the new markets and clients could be later on entered by distribution & software partners. Additional scaling is conducted with large scale global partners such as Epic, Cerner and Microsoft. Marketing consist mainly on PR activities in carefully selected channels and acquiring ambassadors in healthcare sector within each market region.

### **Achievements & Milestones**

3 successful market entries including Finland, UK and Portugal. Product is in use in Public Healthcare and in the NHS in each market.

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## Kluba Medical GmbH

### Nicole Klingen



After graduating, Nicole studied business administration at the University of Mannheim. After her studies she started working in investment banking at HSBC. Two years later, when the opportunity arose to enter the start-up business, she did not hesitate for a second and turned her back on the bank to establish a spin-off in the field of cancer diagnostics together with scientists from the University Hospital Düsseldorf. She accompanied the spin-off and financed it with 2.5 million € seed capital. This is how she came to the medical technology sector and has remained loyal to it to this day. In the following years she used her experience from the founding years and worked as a consultant for Medtech companies. When she came into contact with her co-founder, who introduced her to the idea of the medical device Medibino® against head deformities in infants, she was immediately hooked and changed from consultant to entrepreneur again. Since then, Nicole is the CEO of Kluba Medical.

**Geographics:** Western Europe

**Products:** Medical Products & Services, Sensors, Diagnostics



**Kluba Medical**

### Contacts:

kluba-medical.com/  
Duesseldorf  
Germany

### Kluba Medical GmbH

**Kluba Medical develops smart products for baby health for homecare and clinic to simplify parenting and neonatologic care**

Kluba Medical GmbH is a medical technology company focused on healthcare devices for infants. Established in February 2015 it unites the expertise of healthcare clinical, operational and financial professionals, creating a company that provides premium quality products for health-conscious parents as well as care givers in neonatology.

**Geographics:** Europe

**Products:** Orthopedics, Wearable Sensor, apps

### Financial Data

**Founded:** 2015

**Stages:** Expansion/Growth,

**Current Number of Employees:** 1 - 5

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Business Angels	2016	100000.00 €	15.00 %	EQUITY
Crowdfunding Seedmatch	2019	350000.00 €	0.00 %	EQUITY
Shareholder	2018	40000.00 €	0.00 %	DEBT

### Project

#### Product / Value Proposition

One year ago we got the CE mark for our Medibino baby head guard against head deformations in babies and successfully introduced it into the DACH-market. Now we have two clinical products in the pipeline: our head bearing system for pressure-relieving storage and stabilisation of the head centre layer for premature babies that will come to the market at the beginning of Q2 2020 as well as the development of the NeoSmartNest that combines Smart textiles and intelligent sensor technology for the development-enhancing care of premature babies for which we received a 1.2 million Euro softmoney grant from the federal ministry of North Rhine-Westphalia. Furthermore we will expand our baby portfolio with further solution-based products to simplify parenting. This will include OEM products as well as own developments.

**Products:** Orthopedics, Wearable Sensor, healthcare

**Markets:** lifescience, medtech, healthcare

**IP:** YES

**Customers**

BabyOne  
Babywalz  
babymarkt.de  
BKK

**Partners**

RWTH Aachen  
Technical University Dortmund  
University Hospital Tuebingen  
Mefina Medical  
Contila (Elisabeth hospital Essen)  
HDI Gerling  
University Hospital Duesseldorf  
SWG Sportwerk

**Competitors**

Simonatal  
Babymoov  
Theraline  
Mimos  
Koala Baby

**Competitive Position / Advantage**

Our first product is the Medibino head protector, a patented medical device offering a simple, flexible and safe solution for the prevention and alleviation of cranial deformities in infants. It offers an unique combination of features including • development within clinical environment • only available device applicable for prophylaxis AND therapy • proven evidence of therapeutic effect in two university hospitals • only available product adaptable to size of baby's head As a company we are uniquely positioned for innovative developments for baby health. Our products are based on many years of medical and entrepreneurial experience in the medical technology industry. Thanks to our good networking in clinics, medical technology and innovation financing, we are optimally positioned to develop into a system provider in baby health. Nobody knows better than we do that everyday family life sometimes presents great challenges. Through our own experience and the close exchange with the target group, we develop products that make everyday family life more carefree.

**Business Model**

Our Homecare/BtoC product Medibino as well as the new portfolio products are sold directly through our own webshop as well as Amazon. Additionally we sell through baby retailers and pharmacies. We also approach midwives and paediatricians to gain them as product ambassadors for our products. For internationalisation we focus on international distribution partner who exclusively sell our products in their region. Our clinical product portfolio will be sold via distribution partners with access to neonatology departments in the clinics whether via a distribution or licensing agreement.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Our Homecare/BtoC product Medibino as well as the new portfolio products are sold directly through our own webshop as well as Amazon. Additionally we sell through baby retailers and pharmacies. We also approach midwives and paediatricians to gain them as product ambassadors for our products. Our main marketing channels are social media (facebook/instagram), google ads as well as Amazon ppc. Additionally we follow a value-added content strategy to rank on SEO for relevant topics. To win new retailers we have sales representatives in the markets that approach retailers and pharmacies and we back their work with direct marketing activities and linked in lead generation. For internationalisation we focus on international distribution partner who exclusively sell our products in their region. Those are reached via trade fairs and linked in. Our clinical product portfolio will be sold via distribution partners with access to neonatology departments in the clinics whether via a distribution or licensing agreement.

**Achievements & Milestones**

Seed Financing of a business angel with good access to clinics in Germany, Austria, Switzerland in 2016 Awarded in NUK business plan competition in 2016 CE mark for our first product Medibino baby head protector in 2018 Awarded in the funding competition LifeScience.NRW with 1.2 Million of non-dilutive funding for our development project NeoSmartNest



## LS CancerDiag



### Philippe Arnez, Chief Business Officer

Responsible for overall business development goals, including but not limited commercial partnerships, international expansion, marketing & communications, strategic planning. Philippe brings a wealth of experience from corporate roles in major blue-chip companies on an international level in Europe and the Americas, with responsibilities for strategy development, change management, procurement and logistics. He has recently joined LS CancerDiag and supports the management team and the board to achieve the ambitious plans to bring DiagMMR® to the global diagnostics market. He holds a BSc in Chemistry and an MSc in Management, Technology, and Economics from the ETH Zurich (Switzerland).

**Geographics:** South America, Europe, Finland

**Products:** diagnostics, medical device, molecular diagnostics

### LS CancerDiag



### Saving lives by predicting cancer and enable personalized care through a reliable early diagnosis of Lynch Syndrome.

LS CancerDiag is dedicated to reducing cancer morbidity and mortality rates globally. The company has developed a groundbreaking diagnostic method, DiagMMR®, that detects the world's most common inherited cancer predisposition, Lynch syndrome (prev. HNPCC prior to cancer). LS CancerDiag was spun-off from the University of Helsinki in 2013 and has since optimized and validated its unique method and received patents across the globe, including Europe, USA, China, and Japan. Despite the high prevalence globally (1/279), Lynch syndrome is vastly under-diagnosed (5%) even though early detection of affected individuals would allow for preventive measures and improve prognosis. Our innovative test dramatically simplifies diagnostics of Lynch syndrome by delivering predictive and accurate results with a reliable, efficient and quantitative method. Our mission is to save those lives and enable personalized care.

**Geographics:** Northern America, Europe

**Products:** diagnostics, in vitro diagnostics

### Contacts:

www.lscancerdiag.com/  
Helsinki  
Finland

### Other Key Members

#### Niklas Lahti

Partner & CFO of LS CancerDiag with the mission to save millions of lives through early detection of Lynch syndrome with the groundbreaking diagnostic method DiagMMR®.

### Financial Data

**Founded:** 2013

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Matti Koskela (founder)	2018	30000.00 €	0.00 %	DEBT
Others	2018	75000.00 €	0.00 %	DEBT
TJP Consulting	2018	200000.00 €	5.00 %	EQUITY
Lehto Invest	2019	500000.00 €	6.00 %	EQUITY
Business Finland	2014	200000.00 €	0.00 %	GRANTS_EU_FUNDS

### Project

#### Product / Value Proposition

LS CancerDiag has developed DiagMMR®, a novel predictive diagnostic test to detect the world's most common inherited cancer predisposition, Lynch syndrome. While the current array of tests is cumbersome, expensive and ambiguous, our non-invasive DiagMMR® assay provides easily interpretable and highly accurate results even before the cancer develops, enabling preventive and personalized care. Lynch syndrome (previously HNPCC) is the most common inherited cancer predisposition with a global prevalence of 1/279. It is inherited with a 50% probability and individuals with Lynch syndrome have an up to 80% risk of developing cancer. It is linked to more than 10 cancer types, but most prominently to colorectal and endometrial cancer.

**Products:** in vitro diagnostics**Markets:** in-vitro diagnostics, preventive care, cancer diagnostics**Geographics:** United States of America, Europe**IP:** YES**Customers**

Helsinki University Hospital

**Partners**SYNLAB Finland  
Vita Laboratoriot**Competitors**Unique method (functional test) without direct competition  
+RNA Insight (Indirect competition)**Competitive Position / Advantage**

As a unique functional assay DiagMMR® can detect the inherited mismatch repair (MMR) deficiency underlying Lynch syndrome without the knowledge and details of an inherited mutation. This enables to easily test people at risk with cancer incidence in their family even if they do not fulfil the clinical criteria and before they have developed cancer. This more proactive testing potentially saves and improves the lives of thousand if not millions of people while substantially decreasing healthcare costs, as it shifts the current reactive care to a more preventive and personalized approach. Also, current testing method produce a large number of results know as variants on uncertain significance (VUS). This means the genetic variants found by gene testing cannot be interpreted and thus don't allow a conclusive diagnosis. DiagMMR® closes this existing gap with the functional assay, as it provides a conclusive result about the MMR proficiency and thus Lynch syndrome status.

**Business Model**

Currently LS CancerDiag commercializes the DiagMMR® through two distribution partners in Finland as a service with a test-based fee. During the next years the expansion will be driven through providing the test as a service using own laboratory facilities, but also by out-licensing of DiagMMR® to leading commercial laboratories. Following the proprietary protocol, the test can be performed in any well-equipped laboratory with the result readout being automatically transmitted to the DiagMMR® cloud platform for interpretation. This enables the test to remain close to the point of care, while the proprietary algorithm and sample database remain in the company's system, ensuring a steady and sustainable income stream.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Through its founder the company has a broad network amongst leading Lynch syndrome experts across the world. In Finland and across European countries LS CancerDiag is partnering with leading medical geneticist to introduce DiagMMR® in their respective countries. As DiagMMR® gets adopted by reference hospitals in their diagnostic pathway, other institutions will start using the service to diagnose suspected Lynch syndrome patients. For the treating clinicians the test provides more reliable and easily interpretable results without ambiguity, reducing the threshold for testing patients suspected to be carriers. Individuals with Lynch syndrome can be distinguished from unaffected family members, and regular surveillance can be targeted specifically to those with increased cancer risk and thus prevent tumour development and improve prognosis by promoting the early detection of tumours.

**Achievements & Milestones**

The validation of DiagMMR® has shown exceptional accuracy for the industry, with a specificity of 100% and sensitivity of 92%. LS CancerDiag has patents in 28 countries across the world, including Europe, the US and China. DiagMMR® is CE-marked since early 2019 as in vitro diagnostic medical device (IVD MD) and the company is currently working on obtaining ISO 13485 certification. Commercialization has started in Finland and the company laboratory serves the home market through two distribution partners. The focus is currently on the European expansion followed by the US market entry.



## Mediately

### Blaz Triglav, CEO



CEO of Mediately, the leading medical information mobile assistant in CEE and now in Italy, used by 100,000 doctors in 8 countries.

**Geographics:** Europe

**Products:** Digital Marketing, Medical App

### Mediately

**Mediately is the leading medical information mobile assistant in 7 CEE countries and Italy, helping 100,000 doctors in their daily work.**

We help doctors with immediate drug and medical information in their local language on their mobile phones, helping them treat patients in a better and safer way. We provide them with all the information they need on the drugs they prescribe, such as dosing, indications, interactions, as well as treatment guidelines and helpful calculators for their daily work. We are used by more than 65,000 doctors in 8 countries as their primary medical information source. Due to the daily use, we are a great channel for companies who want to reach this audience with their content. We work with 23 of the top 30 pharmaceutical companies in the world on promotional and educational campaigns, keeping doctors up-to-date with the latest treatments. We have launched over 100 digital campaigns with the biggest names in the industry such as Pfizer, Roche, Sanofi, MSD, Lilly, AbbVie, Janssen and many more.

mediately

### Contacts:

www.mediately.co  
Sofia  
Bulgaria

**Geographics:** Europe

**Products:** Medical App

### Financial Data

**Founded:** 2011

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Pre-Series A	2019	510000.00 €	0.00 %	DEBT
Pre-seed	2014	239000.00 €	19.91 %	EQUITY
Seed 1	2016	433000.00 €	15.30 %	EQUITY
Seed 2	2018	534000.00 €	9.66 %	EQUITY

### Project

#### Product / Value Proposition

We help doctors make the best decisions by making medical knowledge accessible, for free and in the doctor's local language, on mobile and web. We provide them with all the information they need on the drugs they prescribe, we keep them up to date with the latest treatment guidelines and helpful calculators for their daily work, and we educate them on important disease and treatment best practices. We are used by more than 100,000 doctors in 8 countries as their primary medical information source, and in most of those 8 countries, we are the market leader.

**Products:** Healthcare, Medical App



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**Customers**

Pfizer  
AbbVie  
MSD  
Sanofi  
Lilly  
Roche

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**Competitors**

VIDAL Group  
M3  
Diagnosia  
IQVIA

**Competitive Position / Advantage**

Our product focuses on three key advantages over the competition: - Mobile first: doctors always have their smartphones in their pockets, and providing them with a high quality mobile experience means they can reach all the information in seconds - Free: drug and medical information should be easily accessible, and we provide it for free. - Localized: doctors need information relevant to their local market, in their local language, and we give them exactly that.

**Business Model**

Due to the daily use by doctors, we are a great channel for companies who want to reach this audience with their content. We work with 28 of the top 30 pharmaceutical companies in the world on promotional and educational campaigns, keeping doctors up-to-date with the latest treatments. We have launched over 100 digital campaigns with the biggest names in the industry such as Pfizer, Roche, Sanofi, MSD, Lilly, AbbVie, Janssen and many more.

**Go-To Market Strategy, Internationalization & Expansion Plans**

We've ironed out a process over our past 8 market launches: 1. Test early versions extensively with local doctors, iron out product details 2. Initial launch through targeted FB ads and local medical portals 3. Connect to local key opinion leaders and medical societies, arrange promotion among society members 4. Attend key specialty congresses, connect to both doctors and clients (pharmaceutical companies) 5. Involve client sales representatives as additional marketing support, promoting both the app and the client content With this strategy, we can reach around 15 % of the market in the first year, provided we have enough cashflow to execute on all paid activities.

**Achievements & Milestones**

- Launched in 8 markets: Slovenia, Croatia, Serbia, Czech Republic, Slovakia, Romania, Bulgaria (end of 2018), Italy (beginning of 2019) - Reached significant market share (% of all doctors in market using us) in 7 out of 8 markets: Slovenia 90%, Croatia 90%, Serbia 80%, Czech Republic 35%, Slovakia 25%, Romania 40%, Italy 10% - Used by 100,000 doctors - Closed deals with 28 of the top 30 global pharmaceutical companies - €950k signed deals in 2019 - Certified as a medical device

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## MediqAid



### Robert Kloots, Evangelist

Robert Kloots has a vast experience in facilitating trust and protecting the reputation of organisations, through the effort of preventing fraud within Data Privacy and Intellectual Property, Information Security, Information Technology Governance, and Business Change Management. Various positions – Risk Methodology Evangelist, Vulnerability Analyst, IT Quality Auditor, Operational Risk Officer, Cyber security manager - held in various Int'l industries – Pharmaceutical, Petrochemical, Insurance, Banking, ICT Consulting, International-, National- and Local governments. Having worked in The Netherlands, England, Wales, Germany, Switzerland, France and Belgium, Rob has some patient experience with the various Health Care systems in these countries. Rob has taken interest in eHealth as a disruptive enabler of the Health Care sector, and now focuses on Patient enabling and trustful multilingual interoperable access to distributed Patient Health Records.

**Geographics:** France, Germany, United Kingdom

**Products:** Life Sciences, Sensors & connected devices (tracking & Dx), Health data & analytics (health decision support)

### MediqAid

#### MediqAid - a Lifesaving Community; Always with you

MediqAid's vision: The trend of commoditisation of Health Care demands greater involvement of the citizen in managing and recording data concerning his/her own health. Citizens need to be better informed and may be given greater responsibility over their Personal Health Data (PHD). AI-assisted best effort explaining of one's pain to the medical profession should improve diagnoses and treatment. Sharing these explanations in the multilingual community advances this even further.

**Geographics:** France, Belgium, Luxembourg

**Products:** cross platform & device data aggregation, mobile health solutions & apps, AI based community based diagnosis

### Contacts:

www.MediqAid.eu  
Etterbeek  
Belgium

## Financial Data

**Founded:** 2017

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 1 - 5

## Project

### Product / Value Proposition

AI-assisted best effort explaining of one's pain to the medical profession should improve diagnoses and treatment. Sharing these explanations in the multilingual community advances this even further.

**Products:** waiting-room assistance, remote assistance, pre-screening

**Markets:** better treatment made possible, Pre-diagnosis service

**Geographics:** Belgium

**IP:** NO

### Competitive Position / Advantage

There is competition in the market, however almost always only local presence. Few have more than a couple of regions, never a full Geographical coverage. If similar pre-diagnosis instruments exists, they may focus on a couple of pathologies and are Specialist focused. MediqAid aims to deploy a multilingual service with the Citizen in mind. By bringing in patient groups centered around various diseases and pathologies, our AI engine gathers the expression of citizens better and perhaps quicker. This will result in a higher quality indicator to both citizen and specialist, which should then also enable a higher quality treatment path.

### Business Model

B2B for deployment in Hospitals & Clinics. B2C for remote preparation by citizens. B2C may be sponsored to transform into B2B2C. B2B: onetime onboarding fee comparable to a high% of ROI for HC specialist, then yearly service license. B2B2C similar to B2B, onboarding fee based upon size of the constituency. B2C: moderate fees both onboarding and possible yearly membership for Citizen.

### Go-To Market Strategy, Internationalization & Expansion Plans

The path of proof of concept and first client travels the living labs of Belgium, such as in Aalst or Brussels. This already covers Dutch and French as main languages. Brussels as a metropole may need further poc with another language. Then neighbour countries will be addressed.

### Achievements & Milestones

Our AI engines incorporate opensource modules for languages, medical terms, pathologies and other elements like identity and trust mechanisms. An important milestone for us will be the POC. Our efforts give us confidence to be on the right track.



## Miiskin



### Jon Friis, CEO

Jon Friis, 43 years old An IT pioneer living on the bleeding edge of innovation. Online business modelling & innovation within FinTech mHealth. Online Entrepreneur / Lean startup'er with 15+ years in IT executing projects with 100+ MDKK in budgets and 45 FTE. Holds M.Sc. in Mathematics and Economics Brief history: \* Founder of Miiskin (mHealth) \* Owner and Consultant at JF Solutions \* Enterprise Solution Architect at SDC \* Founder of Inseeto (AR & VR)

**Geographics:** United Kingdom, Europe, Southern Africa

**Products:** software, Social Media, Digitally enabled healthcare delivery; remote & telehealth (connecting patients & healthcare)

### Miiskin



#### Building the largest skin cancer platform in the world

Miiskin is an app and platform to help the user monitor their moles and skin over time. - Over 250.000+ downloads - The first and only app in the world to become 'Dermatologically Endorsed' by a large international independent Dermatology association - Already generating revenue in B2C premium subscription model.

**Geographics:** United Kingdom, United States of America, Southern Africa

**Products:** mobile health solutions & apps, Digital health,

### Contacts:

miiskin.com/  
Copenhagen O  
Denmark

## Financial Data

**Founded:** 2015      **Stages:** Early stage (seed / start-up), Expansion/Growth,      **Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Minority shareholders	2016	0.00 €	45.00 %	EQUITY
Founder	2015	0.00 €	55.00 %	EQUITY
InnoBooster	2016	350000.00 €	%	GRANTS_EU_FUNDS
Loan givers	2017	0.00 €	%	DEBT

## Project

### Product / Value Proposition

Miiskin is an app and platform to help the user monitor their moles and skin over time. The app helps the users with identification of their moles, documenting their skin and moles with photos, comparing photos of skin and moles over time and reminding the user when its time to check your skin again. Comparing photos is essential for catching a change on your skin and our new AI augmented photo-compare feature makes this even simpler. The app creates awareness and educates the user about checking their skin, without taking the responsibility away from the user or the doctor. No skin cancer assessments or diagnosis in the app.

**Products:** Mobile health solutions

**Markets:** Healthcare

**Geographics:** Europe, Oceania, America

### Partners

British Skin Foundation  
CANSA  
Aleris Hamlet

### Competitors

SkinVision  
Dermengine



**Competitive Position / Advantage**

The only consumer brand with a strong traction and viable clinical approach. The first and only app in the world to become 'Dermatologically Endorsed' by a large international independent Dermatology association, the Skin Health Alliance. The only app in the market that can create revenue sharing marketing partnerships with some of the largest cancer organisations in the world.

**Business Model**

We sell a premium version of the Miiskin app within the app and on our website, to people with a need for the smartest way to monitor their skin and moles. Subscription price: \$3.5 / month or \$25 / year

**Go-To Market Strategy, Internationalization & Expansion Plans**

Online marketing amplified with true clinical support and trust. - Abundant traffic - more than 200 million 'skin cancer' related searches on Google each year. Almost no search competition and cost per click is below \$0.1. - Currently building a strong Search Engine Marketing platform (SEO, Adwords, Affiliates & Influencers). - The app that doctors are delighted to recommend. Private hospitals and clinics in Denmark, UK, Ireland and Poland is already recommending Miiskin to their patients.

**Achievements & Milestones**

- 250,000+ downloads with no marketing (almost)! - Top ranked on both Google Play and Apple's App Store - Highest rated skin cancer app in the world on both platforms. - Only Dermatology Endorsed 'skin cancer' app in the market

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## MVision AI Ltd



### Mahmudul Hasan, CEO

Founding CEO of MVision AI. A truly passionate entrepreneur and engineer with over 10+ years of expertise in information technology and software development. Gained experience as an entrepreneur, lead programmer, developer, tester and technical support roles. Industries range from energy, utilities, electrical, security, payment processing, self-service, and clinical software solutions. Now building the most amazing AI startup. Our solution has a deep impact to fight cancer. Every year millions of patients depend on radiotherapy to cure cancer. We bring fast and consistent segmentation software. Organ contouring is an essential step in radiotherapy and an AI-based segmentation tool saves time and increases efficiency in the clinical workflow.

**Geographics:** United Kingdom, United States of America, Europe

**Products:** Deep Learning for medical Imaging, therapeutics, AI software for radiology



### MVision AI Ltd

#### Building SaaS platform for personalised precision radiotherapy to treat cancer

Cancer treatment is under pressure, as the cancer burden continues to grow. In 2018, there were 18 million new cancer cases, which is 4 million more than in 2012. Cancer treatment has made significant strides in the last decade, however, access to treatment remains limited even in developed countries. This is because time delays during the cancer treatment planning phase greatly limit the number of patients that can be treated on each given day. By significantly reducing the time spent on planning prior to treatment, cancer care can be more accessible for everyone. We have developed an AI-enabled cloud-based radiation therapy platform that reduces the time spent on planning. The solution works for radiotherapy covering 60% of all cancer treatments. Our solution cuts the time to treatment from a week to a day. It allows the planning process to begin immediately following the CT/MRI scan

**Geographics:** United States of America, Europe, Finland

**Products:** AI, imaging software, Cloud Platform

### Contacts:

mvision.ai  
Helsinki  
Finland

## Financial Data

**Founded:** 2017

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Pre-seed	2018	300000.00 €	20.00 %	EQUITY
R&D Loan	2018	400000.00 €	0.00 %	DEBT
Seed	2020	1500000.00 €	20.00 %	EQUITY

## Project

### Product / Value Proposition

MVision's new artificial intelligence (AI) contouring software saves clinicians time and resources by reducing the manual work involved in OAR contouring. Our product uses cutting-edge, deep learning technology to automatically produce consistent, reliable contours of critical structures in radiotherapy. Save time: AI-powered auto-segmentation reduces the time spent on target and OAR contouring for radiation therapy by up to 80%. This cuts treatment planning time by up to 40% and saves up to 30 minutes per patient. Our product is also ideal for fast-totreatment and emergency patients, providing imaging to treatment in one day. Improve consistency: Artificial intelligence helps you create consistent contours with less variation, providing a reliable starting point for clinicians. Simplify workflow: You can easily export images from your scanner to the auto-segmentation service. The produced structure set is then imported directly to your treatment planning system.

**Products:** SaaS, Deep Learning for medical Imaging,

**Markets:** SaaS, Radiology, artificial intelligence

**Geographics:** United States of America, United Kingdom, Europe

**IP:** APPLYING

**Customers**

Turku University Hospital  
Tampere University Hospital  
Lake Constance Radiation  
Oncology Center, Singen, Germany

**Partners**

Varian

**Competitors**

Mirada Medical  
Therapanacea  
MIM software

**Competitive Position / Advantage**

We are the first mover in providing SaaS Radiotherapy planning service and we comply with EU GDPR and US HIPPA regulations. Also, our deep learning auto-segmentation algorithm is one of the first AI algorithms that is clinically operational in the EU.

**Business Model**

Free-to-pay model for customer acquisition Software as a service model for revenue generation (yearly, quarterly or monthly subscription)

**Go-To Market Strategy, Internationalization & Expansion Plans**

Currently, we are using the word-of-mouth method to get hospitals and we have 7 hospitals clinically using our software. there are further 10 hospitals in the process of coming online from 5 EU countries. Since we the first mover in SaaS, we are in the process of developing a SaaS marketing plan for Radiation Oncology. Health care procurement is changing slowly and we are patiently building this SaaS business model.

**Achievements & Milestones**

7 hospitals in the EU (5 in Finland and 2 in Germany) clinically using our AI SaaS solution. There are further 10 hospitals in the process of coming online from Denmark, Sweden, Lithuania, Austria, and Turkey.

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## MYELIXA



### Silvia Cordoni

Silvia holds a Master degree in Engineering Management from Politecnico di Milano. She started her career in TechEdge to build the first integrated cloud platform for FMCG companies and two years later started to work in Nespresso as Sales cloud expert. While her career in Nestlé evolved within different brands (e.g Nespresso, Nestlé Water in North America) and different roles leading teams in Customer Services, Retail and eCommerce, Silvia helped PWC to build the internal sales cloud team. In the meantime Silvia founded two start-up: Nonnliva, a food company based in Italy exited after 4 years and VOCE, a tech company based in Switzerland. Currently she is leading the Omni-channel strategy of an infant nutrition brand in Nestlé and developing the business of VOCE focused on digital healthcare for seniors. She envisions a future of healthcare that provides all users with the dignity, security and valuable way of life they deserve while keeping their sense of independency and privacy.

**Geographics:** United States of America, Europe, China

**Products:** E-Commerce, Internet of Things, Mobile Applications

MYELIXA+

### MYELIXA

#### HELPS FAMILIES TO IMPROVE LIFE QUALITY OF THEIR SENIORS

MYELIXA is the integrated solution for families to help their seniors to improve their life quality keeping their independency and providing the families the peace of mind of being present without being there. We want to help families that are not living in the same place of their parents and they cannot afford or do not want to have a dedicated professional caregivers to help support them, by providing solutions to be used as part of the seniors' daily habits without creating any technological disruption. MYELIXA provides: - SMART DEVICES for seniors (water tracker, pill dispensers) to support them on their daily activities integrated with - PLATFORM used by family members to check on their wellbeing and to receive notification if any nudge or assistance required.

**Geographics:** Europe

**Products:** digital platform

#### Contacts:

www.myelixa.com

La Conversion

Switzerland

#### Financial Data

**Founded:** 2018

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 1 - 5

#### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Beta product	2020	50000.00 €	0.00 %	EQUITY
Market research and test	2019	25000.00 €	0.00 %	EQUITY
patent	2019	8000.00 €	0.00 %	EQUITY

#### Project

##### Product / Value Proposition

MYELIXA is a product line designed for seniors and thought for their family members and caregivers that want to be reassured on the life quality of their parents without being physically there. MYELIXA product portfolio is composed by: 1. MYELIXA platform, that allows to display data and send alerts to family members and integrate MYELIXA and third parties devices. 2. An expanding range of Smart devices: 2.1. the Universal Water Tracker, under development, patent pending 2.2 the Smart Pill Box, concept under development.

**Products:** #digitalhealth, #IoT #EdgeComputing

**Markets:** #elderly #silvereconomy #digitalhelathcar #seniors #familymembers

**Geographics:** Italy, Europe, Switzerland

**IP:** PENDING



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**Customers**

B2C

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**Partners**

Sdataway

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**Competitors**

MedCenter Pill organizer  
Sagely Smart Weekly Pill organizer  
MedAlert Automatic Pill dispenser  
e-Pill  
My+care  
Medisafe

**Competitive Position / Advantage**

MYELIXA makes the difference by providing: 1) smart devices thought and designed for seniors (created by MYELIXA or partners) 2) an integrated platform for family members easy to use where they can personalize the experience of the devices and be alerted to take timely actions. 3) a connection with voice assistant devices like Alexa and Google Home to complement the overall experience and with other third party smart home devices like motion detection cameras.

**Business Model**

MYELIXA has two revenue stream: 1. "One-time sales" of the devices 2. "Recurrent sales" of the platform through subscription

**Go-To Market Strategy, Internationalization & Expansion Plans**

We target to start shipping the first MYELIXA smart hydration tracker in Q2 2020 and the pill dispenser by Q1 2021, focusing on the commercialization of the devices and services initially in Switzerland and in norther of Italy through a partnership with VillageCare, one of the biggest platform that provide services for seniors currently serving more than 20K families. This 2-year timeframe will allow us to refine the product, enhance the product pipeline based on consumer feedback and increase the penetration exploring other online and offline channels. In Q2 2022 we aim to expand the geographical coverage to other European countries like Switzerland, Germany and France.

**Achievements & Milestones**

Achievements: # Q2 2019: Market validation through consumer group and market test with prototype # Q3 2019: Patent submission for hydration tracker # Q4 2019: Start development of beta product for hydration tracker Milestone: - Q1 2020: Beta product for hydration tracker - Q1 2020: finalization of the design and prototype for Pill dispenser -Q2 2020: industrialization of hydration tracker and platform -Q3 2020: launch in the market of hydration tracker and platform

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## N Health Technology Oy



### Olli Sirkiä

Technology entrepreneur with background in management consultancy (McKinsey&Company) and B2B software industry (IPO in 2019). With newest venture N Health Technology we are solving technology barriers in health sector where individual practitioners and bigger companies need to renew their service models. N Health Technology provides infrastructure that enables companies to start serving customers in a modern and cost-effective way.

**Products:** healthcare IT, Digital healthcare, Mental health

### N Health Technology Oy

**Infrastructure solutions for individual practioners and larger health service providers, especially in mental health space**

Noste Health Technology is technology company that develops and sells business platform for mental health practioners and enterprises. With N Health, practioners and clinics can modernize their way of serving clients when it comes to remote appointments and customer engagement.



### Contacts:

www.nhealth.fi  
Helsinki  
Finland

**Geographics:** Europe

**Products:** Video Appointments, digital health app, Digital health

## Financial Data

**Founded:** 2019

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 21 - 50

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Grant	2020	50000.00 €	0.00 %	GRANTS_EU_FUNDS
Private investors	2019	750000.00 €	0.00 %	EQUITY
Bank loan	2020	750000.00 €	0.00 %	DEBT

## Project

### Product / Value Proposition

Noste Health Technology is technology company that develops and sells business platform for mental health practioners and enterprises. With N Health, practioners and clinics can modernize their way of servicing end customer including modern customer engagement, and video/remote appointments

**Products:** healthcare IT, Software, Mental health

**Markets:** Digital Health technologies

**Geographics:** Europe

### Competitive Position / Advantage

Built in 2019, patient system provider independent and tested product fit to small and larger health care organizations

### Business Model

SaaS

### Go-To Market Strategy, Internationalization & Expansion Plans

Expansion to Northern Europe in 2020

### Achievements & Milestones

Software tested with our clinic operations with over 70 therapists (contractors and employees)





## Neuvo Inc. Global



**Justus Hasu**

Co-Founder of Neuvola.com, digital healthcare platform and AI based chatbot called Eloisa that provides full voice recognition and conversation capabilities embedded the latest know-how of the Finnish maternity care system in over 50 languages. Anywhere, anytime.

### Neuvo Inc. Global

**We are not just making an app or a product, we are making the new standard for eHealth globally.** Neuvo Inc. Global Neuvola.com represents the best of Finnish practice in maternity care and life skills education for young people. Based on Finnish much appraised maternity care and health education approach, referred to as "neuvola", a sort of Google for pregnant mothers and for fathers, help with young children and comprehensive knowledge package for young people. Neuvola.com contains digital healthcare platform and AI based chatbot called Eloisa that provides full voice recognition and conversation capabilities embedded the latest know-how of the Finnish maternity care system in over 50 languages. Our lightweight mobile SDK provides a seamless experience for users and allows you to add the Neuvola Eloisa Chatbot to your existing application with just a few lines of code. Anywhere, anytime.



### Contacts:

neuvola.com  
Helsinki  
Finland

**Geographics:** Africa, South America, South-Eastern Asia

**Products:** Automatic Speech Recognition, Artificial Intelligence, automatic translation

## Financial Data

**Founded:** 2019

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Project

### Product / Value Proposition

Neuvo Inc. Global Neuvola.com represents the best of Finnish practice in maternity care and life skills education for young people. Based on Finnish much appraised maternity care and health education approach, referred to as "neuvola", a sort of Google for pregnant mothers and for fathers, help with young children and comprehensive knowledge package for young people. Neuvola.com contains digital healthcare platform and AI based chatbot called Eloisa that provides full voice recognition and conversation capabilities embedded the latest know-how of the Finnish maternity care system in over 50 languages. Our lightweight mobile SDK provides a seamless experience for users and allows you to add the Neuvola Eloisa Chatbot to your existing application with just a few lines of code. Anywhere, anytime.

**Products:** Automatic Speech Recognition, Predictive Analytics, eHealth

### Customers

NGOs  
Business Entities  
Governments

### Partners

IBM  
Family Federation of Finland  
Finnish Institute for Health and Welfare  
UNTIL

### Competitors

mPAMANECH  
ANC / PMTCT Adherence System (APAS)

### Competitive Position / Advantage

Strong go-to-market plan, collaborating with UN. In-house tech knowledge and agile methods. We are the most advanced artificial intelligence chatbot solution in the world in the field of maternity care.



### **Business Model**

Platform as a Service (PaaS) -model

### **Go-To Market Strategy, Internationalization & Expansion Plans**

We will scale our product in collaboration with UN. Our product will serve as a technical solution to deliver SDG3 (Sustainable Development Goal 3: Good Health) and UHC (Universal Healthcare Coverage) targets and will be sold directly to developing nations and organizations working towards SDG goals.

### **Achievements & Milestones**

Standing Letter of Intent: Vietnam Ministry of Health, United Nations. Startup with IBM: Partner with IBM Watson Health Partners: Family Federation of Finland, Finnish Institute for Health and Welfare

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## Nukute Ltd.



### Tommi Kaasalainen, CEO

I have worked as a health tech executive for the past 5 years at Innokas Medical before joining Nukute. Prior to that I held various management positions in software and telecom companies. I was the 11th employee and the only one responsible for sales and marketing in my first professional role in a start-up which was sold internationally for 35 M€ in 2006. My educational background includes two Master's Degrees, one in Engineering and one in Marketing (with honours).

**Geographics:** Europe

**Products:** SaaS, wearable device

### Nukute Ltd.

**Nukute Ltd., a Finnish innovative SME, has developed a novel, cost effective technology to pre-screen and assist in treatment of Obstructive Sleep Apnea patients**

Nukute Oy was established on May 2015 to develop and sell pre-screening and diagnostic/treatment devices for measuring and identifying sleep apnea and snoring. The company's main activity is currently piloting and commercialisation of patient-oriented pre-screening and diagnostic for sleep apnea. Our targeted customers for the product are hospitals and hospital districts, healthcare stations and medtech distributors. Nukute is EU Horizon2020 SME1 & SME2 champion with 1,75 M€ grant. EU commission is currently recommending ESIR -loan for Nukute!

**Geographics:** Europe

**Products:** Life Sciences, Medical Products & Services, Medtech

### Contacts:

www.nukute.com

Oulu

Finland

## Other Key Members

### Tuukka Visuri

Mr. Tuukka Visuri, founder and CEO of Nukute Ltd. is a serial entrepreneur focusing on new and innovative health tech devices and applications. Before Nukute Mr. Visuri has been founder and partner at Medieta Ltd. and founder and CEO of SENSEM Technologies. He has also worked in many challenging projects in Oulu University of Applied Science, Accenture, Infosys B.P.O and Polar Electro. Mr. Visuri holds a M.Sc. in Information management and logistics from Tampere University of Technology, graduated 2003

## Financial Data

**Founded:** 2015

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Veli Pekka Virtanen	2015	150000.00 €	8.00 %	EQUITY
Ari Kyhälä	2017	50000.00 €	2.00 %	EQUITY
Asko Shcrey	2017	100000.00 €	4.00 %	EQUITY
Timo Laitinen	2017	100000.00 €	4.00 %	EQUITY
Johannes Gullichsen	2015	150000.00 €	8.00 %	EQUITY



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## Project

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### Product / Value Proposition

Nukute has developed a novel, user-friendly and cost effective technology to pre-screen and assist in diagnose and treatment of sleep apnea patients. The basic system is based on tracheal electronic stethoscope (microphone), accelerometers and pulse oximeter combined with mobile application. Nukute patient-oriented screening collar identifies and prognoses upcoming sleep apnea events. Nukute collar monitors the breathing quality and profile for patient-oriented screening and diagnosing purposes with very easy and comfortable way. Main benefits of this system compared to existing pre-screening and diagnostic devices are easiness to use, cheapness, accuracy and comfort wireless design.

**Products:** SaaS, Wearable Sensor

**Markets:** Medical Facilities & Services

**Geographics:** Europe, America

**IP:** YES

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#### Customers

Confidential

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#### Partners

Oulu University Hospital  
Helsinki University  
The University of Queensland  
Charite Berlin  
Cleveland Clinics  
Kuopio University Hospital

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#### Competitors

Noxmedical  
Resmed Inc.  
Novasom  
Philips Healthcare

### Competitive Position / Advantage

Current screening and diagnosis devices are difficult to wear and they consume lots of hospital resources, e.g. time spent in user guidance and unsuccessful measurements. Nukute collar and wristband are easy to wear without any harnesses or wires in a body. This enables more accurate and relevant measurement results.

### Business Model

Sleep apnea diagnosing device market: NORTH AMERICA \$5.6B (2013), estimated \$13.5B by 2019 (CAGR of 16%) EUROPE \$3,0B (2014), estimated \$6,3B by 2019 (CAGR of 16%) (MicroMarketMonitor, 2015)

### Go-To Market Strategy, Internationalization & Expansion Plans

Phase 1; Finland and rest of Scandinavia Phase 2; Germany and rest of central Europe Phase 3; North America The target market of Nukute device is segmented into following: 1) professional pre-screen, diagnostic device and treatment assistance segment and 2) consumer pre-screen and treatment assistance segment. The global sleep apnea devices market is estimated to be 3,7 billion dollars in 2015. The CAGR is expected to be 7,2% from 2015 to 2020. The growth is mainly originating from the increasing number of diagnosed sleep apnea patients in North America and Europe. The European market is the second largest and it is expected to show the highest growth related to increased awareness of OSA. Germany is the largest market for sleep apnea devices in Europe. North America is expected to hold the largest share of the sleep apnea devices market by region and it is mainly due to increased awareness of sleep apnea in the region.

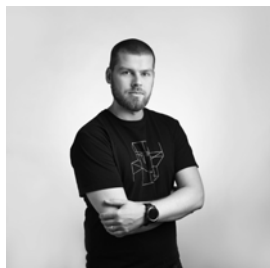
### Achievements & Milestones

- Horizon2020 SME1 & SME2 champion, top10 among 500 applicants - Pre-clinical validation in Oulu University Hospital (2017) - Clinical validation in Oulu and Kuopio University Hospitals (2017-2019) - Product launch Q3 2019

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## Olfactomics



### Antti Roine, Co-founder and CEO

I am an enthusiastic, open-minded physician, entrepreneur and scientist. I was supposed to become a surgeon but the entrepreneurship sucked me in. I have a decade of experience in medical research, 7+ years of clinical experience and 5 years of entrepreneurship experience. I am the CEO of Olfactomics, a medtech company that develops a device that turns regular diathermy blade into a smart scalpel. The scalpel tells the surgeon what he or she is cutting... without any direct contact with the patient.

**Geographics:** Europe

**Products:** Surgical technologies, Surgical Device

### Olfactomics

**A medtech startup that disrupts cancer surgery by turning regular diathermy blades into smart scalpels that tells the surgeon exactly what he or she is cutting... without touching the patient.**

Olfactomics is a medtech startup that develops and add-on device that turns standard diathermy blade into a smart scalpel that knows exactly what it's cutting. The technology is based on analyzing the smoke that evaporates from the operated tissues. The device has no direct contact with thus completely non-invasive. Olfactomics is currently in the process of turning its prototypes into approved, commercial devices. The planned market entry in Europe is in early 2022.



### Contacts:

[www.olfactomics.com/](http://www.olfactomics.com/)  
Tampere  
Finland

**Geographics:** Northern America, Europe, Eastern Asia

**Products:** Surgical technologies, Artificial Intelligence, Gas sensors

## Financial Data

**Founded:** 2015

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Project

### Product / Value Proposition

Olfactomics' focus is on advanced differential mobility spectrometry -gas sensors. The technology with its background in aerospace and defence sector has the potential to revolutionize surgical margin assessment and industrial process control. Olfactomics has two products that both have differential mobility spectrometry in its core. 1. Resect - surgical margin assessment device: The core of cancer surgery is to remove the tumor with margins of healthy tumors. Essentially the goal is to cut around the tumor, not into it. Electrosurgical blades are routinely used in cancer surgery. They produce smoke that is evacuated with suction. This smoke reflects the composition of the tissue that is being cut. By analyzing the smoke, the device provides the surgeon realtime feedback on the margin status during surgery. The technology has been tested both in the lab and in-human and is under development. 2. Standalone sensor - sensor for process monitoring. Already on the market with initial sales

**Products:** Life Sciences +Medtech, Medtech, gas analyzer

**Markets:** Medtech, gas analyzers, medtech and bioprocessing

**Geographics:** Northern America, Europe, Eastern Asia

**IP:** PENDING

Customers

Partners

Competitors

### Competitive Position / Advantage

1) Resect fits the surgical workflow better than any competing solution since it is 100% compliant with the surgical workflow. No additional analysis or probes are needed, securing smooth surgical workflow and saving valuable OR time. The technology is also cost-effective and can economically be employed to every operation room where oncologic surgery takes place. 2) The standalone gas sensor's advantage is unparalleled speed, ability to analyze multiple gases in go and compliancy with modern machine learning and cloud frameworks.

**Business Model**

For Resect, the business model consists of 1) the analyzer that is sold or leased for 2-3 year period, 2) consumable particle filter that is changed after every surgery, 3) Discrimination algorithm for smoke spectrums that is specific to indication. Most of the revenue is generated from consumables. The business model is comparable to advanced energy instruments such as Ligasure and Harmonic Scalpel. Standalone sensor creates revenue from 1) device sales, 2) data analytics, 3) service business and consumables. Most revenue comes from courses 1( and 2).

**Go-To Market Strategy, Internationalization & Expansion Plans**

1) The Resect is aimed to German-speaking central European market first, with subsequent expansion to other areas of the EU. After the technology and business model are proven in EU, expansion to US is planned. 2) The standalone gas sensor is already available in EU. The goal is build strategic partnerships with domain experts in process industry and integrate the technology to the processes where advanced gas monitoring creates value. Examples include food & beverage, biogas and pharmaceutical production.

**Achievements & Milestones**

- Horizon 2020 SME1 & SME 2 grants in 2019. - Chosen to Medctech Innovator in 2019 - First standalone gas sensor sales in late 2019

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## Orthoson Ltd

### Richard Simmonds



Rich brings more than 25 years of Med Tech experience ranging from start-ups to large corporate organisations. Since graduating with a BSc in Physics, he has held commercial leadership and General Management positions, leading teams and commercialising complex medical devices. Notably he has launched a novel device into the US orthopaedics market, taking annual revenue to \$30M. He has established then lead a new team of 12 based in Shanghai China. Rich has been the CEO of OrthoSon building the team and plan to change the treatment of low back pain. In November 2019 he completed a £3M Seed funding round from a mix of VC, angel and non-dilutive grant funding.

**Geographics:** United Kingdom, Europe, Belgium

**Products:** Injectable drug delivery, diabetes, spine surgery

### Orthoson Ltd



**Developing a truly percutaneous, safer and more cost-effective procedure for people living with persistent, discogenic low back pain.**

OrthoSon is an early stage, VC backed organisation recently spun out of the University of Oxford to develop a disruptively cost-effective and minimally invasive alternative for the treatment of degenerate intervertebral disc. In November 2019 the company completed a £3M funding round including VC, angel and non-dilutive grant funding.

### Contacts:

www.orthoson.com  
Oxford  
United Kingdom

**Geographics:** Northern America, Europe

**Products:** spine surgery

## Financial Data

**Founded:** 2016

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

## Project

### Product / Value Proposition

Back pain is the largest cause of disability globally - the US alone spends \$100B treating it. OrthoSon's precise, focussed ultrasound enables the safe destruction of a degenerated nucleus of an intervertebral disc and then its replacement with an injectable, in-situ curing implant, all through a needle as a day-case procedure.

**Products:** spine surgery, intervertebral disc repair, Minimally invasive

**Markets:** Spine, implants, Orthopedics

**Geographics:** Northern America, United Kingdom, Europe

**IP:** YES

### Competitive Position / Advantage

The IP coming from the University of Oxford (including 6 patents and extensive know-how) enable us to destroy tissue safely despite nearby sensitive structures in the spine such as spinal canal and major blood vessels. All aspects of the technology are protected by patents including all the major components, their method of manufacture and the method (US only).

### Business Model

Alternative surgical procedures are high risk, high cost and with inconsistent outcomes. OrthoSon will disrupt this market with a minimally invasive, day case procedure at a fraction of the cost.

### Go-To Market Strategy, Internationalization & Expansion Plans

Achieve a multi-centre RCT across both the US and Europe with well trained staff and installed equipment at each site. Build the business based upon these sites training, supporting and certifying additional centres. OrthoSon has a clear value proposition for patients, surgeons, pain specialists, hospitals, insurance companies and reimbursement. It is using industry specialist advisors to develop its clinical and market access strategies.

### Achievements & Milestones

February 2019 - Spun out of the University of Oxford May 2019 - first in-vivo experiments with the technology November 2019 - completed £3M Seed funding round



## Parkinson Smartwatch B.V.

### Hasse Muller



J.C. Muller (Hasse) BSc has a technical physics background and >20 years of experience in the development of MedTech related products, in particular embedded software. Since 2017 he has been involved in development of Parkinson Smartwatch ("PSW"). Within PSW we aim to build a bridge between technical possibilities and the wishes of users. Hasse is strong in technology, innovation, product development and business management.

**Geographics:** Europe

**Products:** Digitally enabled healthcare delivery; remote & telehealth (connecting patients & healthcare), Digital Health + MedTech, wearables; sensors; connected devices

### Parkinson Smartwatch B.V.

**Parkinson Smartwatch focuses on the development and sale of an information system to improve the treatment of Parkinson's disease**

Parkinson Smartwatch ("PSW") focuses on the development and sale of an information system to improve the treatment of Parkinson's disease. A smartwatch plays a key role because it combines sensors and smart technology (including artificial intelligence) with ease of use for the patient and the doctor. The PSW system gives the treatment team an online overview of the situation of the patient. The quality gain from using PSW consists of more good hours, better quality of life and stress reduction for both patient and caregivers. This leads to fewer complications, more effective use of inexpensive medication (levodopa) and less complex, costly and burdensome medication. The need for care of a patient will decrease, the number of productive years will increase. Admission to a nursing or care home can be postponed. That is why health insurers are interested in including the PSW system in the reimbursement system.

**Geographics:** Europe

**Products:** Digital therapy and patient engagement (treatment focus), Medical Software, wearables; sensors; connected devices

### Contacts:

[parkinsonsmartwatch.com/en/](https://parkinsonsmartwatch.com/en/)  
Zevenaar  
Netherlands

### Financial Data

**Founded:** 2017

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 1 - 5

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Informal Investor 2.	2018	120000.00 €	3.00 %	EQUITY
Informal Investor 3.	2019	300000.00 €	6.00 %	EQUITY
Rabobank Subordinated Loan	2018	150000.00 €	0.00 %	DEBT
Various Grants	2019	335000.00 €	0.00 %	GRANTS_EU_FUNDS
Informal Investor 1.	2018	120000.00 €	3.00 %	EQUITY

### Project

#### Product / Value Proposition

Parkinson Smartwatch provides communication between the patient, his caregivers and his treatment team. Via the web portal they can view data anytime and anywhere. The system meets the high standards required for medical data. The focus of PSW is on the development of the software for the smartwatch (including Cloud and web portal). The hardware will be purchased through third parties (there are many suppliers of good quality smartwatches). The smartwatches are fully customized by PSW through the self-developed software. Currently PSW is working with ProPharma Group to obtain the status of Medical Device Class 1M (in anticipation of MDR May 2020) (expected in on before February 2020). PSW builds on 25 years of clinical experience from Dr. Peter Nijssen, one of the two PSW founders. He is a neurologist specializing in Parkinson's disease and has deployed a self-designed smart watch system to improve medical treatment. The concept has already gone through clinical tests.

**Products:** Digital therapy and patient engagement (treatment focus), Digital Health + MedTech, DTx

**Markets:** DTx, Digital Healthcare, Digital therapy and patient engagement (treatment focus)

**Geographics:** Europe

**IP:** YES



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**Customers**

CZ

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**Partners**

ProPharma

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**Competitors**Great Lakes Neurotechnologies  
PKG**Competitive Position / Advantage**

Competition There are all sorts of apps and products that focus on an isolated function: for example, media systems, activity trackers, fall alarms, response fluctuation apps, coaching systems, but to date there is no product that covers the whole system like PSW, and certainly not a system that focuses on step by step further expansion. The biggest parties are: • Parkinson's Kinetigraph by Global Kinetics (PKG) is a movement logger; • Kinesia of Great Lake Neurotechnologies is aimed at researchers who monitor individual patients in the home situation, where the user must carry 2 portable sensors; • Verily works in a research project together with the Radboud UMC Nijmegen (the Netherlands) with 650 patients in the home situation. The measured parameters partly overlap with PSW, but their data will only be used for research purposes. Our solution is not evasive unlike solutions of some competitors. The patient wears the watch just like a regular (smart)watch, registration is done via tipping on various icons on the watch and automatically via the accelerometer functionality.

**Business Model**

We co-operate with hospitals /clinics that treat Parkinson patients. The costs for such treatment are reimbursed by most healthcare systems

**Go-To Market Strategy, Internationalization & Expansion Plans**

Currently we focus on the Dutch market and we co-operate with one of the larger Dutch Healthcare insurance companies and 2 hospitals. We are in discussion with several other Dutch institutions.

**Achievements & Milestones**

Total invested funds per December 2019 amount to ~EUR 1,025,000 (of which EUR 335.000 by existing shareholders & government grants (no pay back), EUR 540,000 by external shareholders and EUR 150,000 Rabobank (Subordinated Innovation Loan). Milestones December 2019 : completed technical development - product is market ready February 2020: start of 6 month project with 30 patients (funded by Dutch Health insurer) - project relates to cost effectiveness for more severe patient group Februari 2020 : completion of regulatory trajectory (MDD/MDR) May 2020 : market introduction Netherlands

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## PerAGraft GmbH



### Valentine Gesche

Born in Brussels, I moved to London when I was a kid and grew up in a small village in Bavaria. Since I was 16 years old, I felt passionate about creating something own, realizing that this would be the best way to decide on what to do and how to do it. I studied mechanical engineering at the Technical University of Munich before moving on to Aachen for my PhD at RWTH Aachen University. This is where I found my passion of creating spare parts for the human body. The interaction between a technical implant and the host system fascinates me. I am dedicated to creating new solutions in order to find the very best treatment option for each patient. I strongly believe that patient individualised implants will have a severe impact on our health care system. I have been working on this topic for the last 9 years, first during my PhD and subsequently as an entrepreneur. With my team, we aim to bring these new implants to treat complex aortic aneurysms into the clinic to save patients' lives.

**Geographics:** Western Europe

**Products:** Patient individualised implants

## PERAGRAFT

### PerAGraft GmbH

**Defining a new era in treating complex aortic aneurysms and bringing patient individualised implants into clinical routine.**

PerAGraft aims to develop and produce patient individualised implants for cardiovascular applications. The use of an end-to-end digital process chain in conjunction with an innovative textile manufacturing technology, enable a new era of patient-individualised implants. As an example, this means we realise for the first time a delivery time of only 5 days for a patient individualised stent graft compared to several weeks or even months in clinical routine to date. This implies a significant relief for patients living with this life threatening clinical picture. Our value statement is: Living innovation – from the idea through research towards clinical application. PerAGraft was founded to create solutions, which improve the patient's quality of life and eventually enables to save lives. Our credo: proving, improving and focusing on achievement to deliver clinical evidence and the best treatment options for patients.

**Geographics:** Europe

**Products:** Patient individualised implants, Textile implants

### Contacts:

www.peragraft.de  
Aachen  
Germany

### Financial Data

**Founded:** 2019

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 1 - 5

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
EXIST Forschungstransfer	2019	1000000.00 €	0.00 %	GRANTS_EU_FUNDS

### Project

#### Product / Value Proposition

We have invented new technology to produce patient individualised implants. We use a combined software and hardware approach called PerAGrafting, enabling us to deliver these tailored implants in less than 5 days instead of several weeks or months. It's 3 Simple Steps: We receive the CT scan from the hospital. We design the perfect implant for each patient using our own software platform. Finally, we manufacture the customised, textile implant on our hardware and the patient can undergo surgery, greatly reducing the risk of rupture, injury, and death.

**Products:** textile technology, patient individualised stent graft, digital process chain

**Markets:** EVAR, Medtech

**Geographics:**

**IP:** PENDING



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**Customers**

Potential customers: Several hospitals have expressed interest in this early phase

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**Partners**

Universitätsklinik Aachen  
Pontea AG  
Institut für Angewandte Medizintechnik  
of RWTH Aachen University  
Institut für Textiltechnik of  
RWTH Aachen University

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**Competitors**

Cook Medical  
Jotec  
Terumo Aortic

**Competitive Position / Advantage**

There are other competitors on the market, but none have the advantages of PerAGraft. We are the only company on the market to create a customised implant in 5 days. We have two patents pending and three more in preparation for our fast textile production. By reducing design and manufacturing time, we believe we can significantly cut the price of an implant, increasing our margins and making the procedure more cost-effective throughout the hospital and patient economy. And we're not stopping there. We intend to use PerAGrafting to conquer applications such as heart valves or biohybrid implants. We Save Time. Save Money. Save Lives.

**Business Model**

PerAGraft's business model is primarily based on the development, production and distribution of patient-individualised cardiovascular implants and is supplemented by a comprehensive range of services for physicians and clinics. By taking a holistic view of the therapy and the functional structures in the hospital, we work with the players to develop further services (training courses, workshops, determination of cost saving potentials) in addition to the actual product in order to optimize the processes and reduce therapy costs in the long term. A first result of this approach is the complete takeover of the implant planning process from the moment the medical image data is received from the hospital. Thus the attending physician is relieved by a drastic time saving in the planning. The chosen holistic approach addresses the divergent user needs: - Automated production of patient-individualized implants for the cardiovascular area - Economic production - Service offer for physicians in the form of training and full support in stent graft planning

**Go-To Market Strategy, Internationalization & Expansion Plans**

After achieving CE mark, PerAGraft aims to first enter the German market. In the second year after market entry, PerAGraft aims to expand their product portfolio to other European countries. In a next expansion step, PerAGraft aims to conquer the US market. In order to achieve short periods between the above-mentioned expansion steps, PerAGraft has been setting up the technical documentation and quality management system to comply both for EU and US regulatory approval processes. A detailed overview of the single steps and strategies is available on request.

**Achievements & Milestones**

PerAGraft was founded in August 2019. PerAGraft has received a 1 Mio. Euro in financing by the German EXIST Forschungstransfer grant. On the product side, we have successfully completed an in vivo trial in the sheep model over 5 months with outstanding results. The PerAGraft team has won several prizes and business plan competitions (AC Quadrat, Gründerwettbewerb Digitale Innovationen). In 2019, Valentine Gesché (founder and CEO of the company) has received the innovation prize of Northrhine Westphalia (young talent category) for her outstanding achievements in the field. This is the second highest endowed innovation prize in Germany. As upcoming milestones, PerAGraft will be setting up its production site, go through further verification and validation phases and the regulatory approval process in order to obtain CE mark. Clinical trials are planned.

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## Popit Ltd



### Timo Heikkilä, Co-Founder, COO

Global experience on technology partnerships, supply chain management, consumer insights, market research/analysis, trend hunting and future opportunity identification. As a co-founder in Popit I drive marketing, sales, operations, IPR, PR and partnering.

**Geographics:** Europe, Finland

**Products:** Medtech, Digital health, Digital Health + MedTech

### Popit Ltd



#### Popit makes medication connected and enables the internet of pills.

Popit has developed a platform to improve adherence and patient engagement. Our solution comprises a unique, patented device that automatically detects and tracks pill consumption, a medically certified app and a cloud for real-time data. Our vision is to digitize medication and leverage the data to provide building blocks for the internet of pills. By being able to track medication use in real-time with a solution that requires no modifications to pill sheets, we are able to deliver unprecedented data on how people all over the world consume medications and adhere to prescriptions. We already have a contract with Pfizer and are in discussions with several major pharma companies, CROs and insurance companies. Popit's solution can also be used in clinical trials, where it holds a unique advantage against current methods due to ease of use, price, universality and reusability.

#### Contacts:

popit.io  
Espoo  
Finland

**Geographics:** Northern America, Europe

**Products:** Medical Products & Services, Medtech, Sensors & connected devices (tracking & Dx)

## Other Key Members

### Teemu Piirainen

Teemu has over 19 years of work experience in the healthcare sector and ICT including telecom business. His core competences are in product and business development, sales and with these skills he can deliver real results to customers. He is passionate in fulfilling customers' needs, building new end-to-end solutions and turning sales leads to revenue. Teemu is a hands on and business minded person. With his excellent analytical and social skills Teemu motivates and steers the team and company to meet set business targets. He has established 5 companies and lived / worked 3 years in Switzerland, France and UK. During the last 12 years he has been a full time entrepreneur.

### Financial Data

**Founded:** 2015      **Stages:** Early stage (seed / start-up), Expansion/Growth,      **Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
R&D loan	2017	500000.00 €	0.00 %	DEBT
several investors, round led by Butterfly Ventures	2017	720000.00 €	30.00 %	EQUITY

### Project

#### Product / Value Proposition

Popit has created a solution to make medication connected. Through our platform we improve adherence, support medical treatment and automatically track medication consumption for pills that come in blisters. The solution consists of three parts: 1. small, universal device for blister packs - automatically detects pill extraction 2. customizable, medically certified app - automatically logs medication consumption, improves adherence 3. cloud for real-time pill consumption data (& API for easy integration)

**Products:** Smart device, Medical Devices, Adherence

**Markets:** Compliance, Healthcare, clinical research

**Geographics:** Saudi Arabia, Latin America and the Caribbean, South America

**IP:** YES





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**Customers**

Undisclosed major pharma in Italy  
- Agreement to be signed in 11'19  
Pfizer  
SHIPPING - Over 350 consumers  
mainly in North America  
Undisclosed major Swiss pharma  
- Agreement to be signed in 10'19  
Several open discussions with  
major pharmaceutical companies

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**Partners**

Kuopio University Hospital  
Stora Enso  
snapIoT  
Pfizer

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**Competitors**

Pillsy  
Aavia  
Medisafe  
Amiko  
Memo Health Smart Pillbox  
AdhereTech  
Generic smartphone alarm  
Mevia

**Competitive Position / Advantage**

We have developed the world's first consumer-grade solution for tracking pill consumption from blister packs. This solution is patented. There are no changes required to the blister, making adoption with pharma straight-forward and inexpensive for the customer. Our app is medically certified. For the consumer-patient the solution use is easy and convenient. Our team has expertise in creating telehealth solutions and developing business opportunities in some of the world's leading consumer electronics companies.

**Business Model**

B2C: Device sales B2B: Device sales, data licensing, service fee for platform (data & messaging) Our solution applies to the medications that come in pill sheets (also known as blisters or push-through packages). Approximately these comprise about 80% of all solid drugs in the world, meaning an addressable market of well over 1Bn users. Some numbers: 100M birth control pill users in the world, 180M anti-hypertensive, 200M cholesterol, type 2 diabetes 380M. All use pills solely or as part of their medication treatment on a daily basis.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Popit has already started shipping the product to e.g. birth control pill users. We have already signed a deal with the world's largest pharma and are negotiating an agreement with another top-5 pharma. Additionally discussing with over 10 major pharmaceutical companies on commercialization (using our solution for clinical trials and/or improving adherence for established products) and working on launching the first pilot with a major CRO.

**Achievements & Milestones**

07-2015: Idea 03-2016: Finalized design 09-2016: MVP ready for clinical pilot 12-2016: Started pilot with Kuopio University Hospital 08-2017: Closed seed round (€720k) 11-2017: Started crowdfunding campaign (B2C) 03-2018: Published 1st pilot results 08-2018: Shipped first consumer devices 10-2018: 1st contract with a major Pharma company 01-2019: CE-marked as a Class I Medical Device, passed audit by major pharma A 09-2019: Passed audit by major pharma B 09-2019: Start pilot in the Nordics with 1st major customer 10-2019: Sign 2nd pharma contract 11-2019: Sign 3rd pharma contract 12-2019: Close €3M post-seed round

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## Pulsify Medical



### Iwan Van Vijfeijken, CEO

Broad experience in general management in Life Sciences, in particular medical devices. 25+ years experience in general management, strategy development, M&A, business development and marketing & sales in MedTech, electronics, pharmaceuticals, semiconductors and technology industries.

**Geographics:** Europe

**Products:** Medical Devices

### Pulsify Medical

#### The ultrasound monitoring company

Pulsify Medical develops wearable ultrasound patches for non-invasive, real time monitoring of critical physiological parameters inside the body, in particular cardiac output. As a spin-off of imec and KU Leuven, Pulsify Medical will build on the unique and IP-protected technology of both research institutes: on the one hand, imec's unique flexible ultrasound transducer technology and design know-how for transducers, thin film transistors and system architecture, and on the other hand, KU Leuven's world-class expertise in cardiac ultrasound imaging. Patients will wear Pulsify's wearable patch on the chest for several days/weeks to enable Health Care Professionals (HCP) to continuously monitor cardiac output of patients at risk, especially patients with Cardio-Vascular Disease. The smart patch will benefit patients at risk in the ICU, in-patients in the hospitals, and patients at home. The smart patch will use state-of-the-art algorithm IP to extract cardiac output data and warn HCP.

**Geographics:** Europe

**Products:** Medical Devices



#### Contacts:

pulsify-medical.com/jobs/  
Leuven  
Belgium

#### Financial Data

**Founded:** 2019

**Stages:**

**Current Number of Employees:** 1 - 5

#### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Imec.xpand and KU Leuven	2019	2600000.00 €	0.00 %	EQUITY

#### Project

##### Product / Value Proposition

Pulsify Medical will develop wearable ultrasound patches for non-invasive, real time monitoring of physiological parameters inside the body.

**Products:** digital ultrasound patch

**Markets:** Cardiovascular patients

**Geographics:** United States of America, Europe

**IP:** YES

#### Customers

Hospitals

#### Partners

KU Leuven  
Imec

#### Competitors

Edwards  
Imacor  
Getinge

#### Competitive Position / Advantage

Non-invasive; continuous monitoring

#### Business Model

Direct sales of patches to hospitals

#### Go-To Market Strategy, Internationalization & Expansion Plans

Direct sales of patches to hospitals

#### Achievements & Milestones

Technology; software algorithms



## SciAR Company



### Kristian Alaviuhkola

I have always been interested of medicine and diversity of human body. I decided to pursue to that goal and I am finishing my bachelor studies in molecular bioscience. In the meantime I met two ambitious fellow students and we came up with an idea which our company SciAR is now implementing. Previously I worked as an airline pilot for nearly 20 years. I flew different types of airplanes from turboprops to wide-body airplanes as captain. Work included highly responsible situations and responsibility for the crew and customers. At the same time I instructed flight crew members of CRM, safety, emergency situations and dangerous goods. I also held courses for people who are afraid of flying. SciAR's mission is to mitigate human errors and to standardise the outcome of human work. As a former airline pilot, I know the methods used in ultra safe aviation industry and SciAR will bring those methods into the laboratory environment.

**Geographics:** Europe

**Products:** augmented reality, Software, airline operations



### SciAR Company

**SciAR uses X-industrial methods and augmented reality to make more repeatable and faster research.**

### Contacts:

www.sciar.co  
Helsinki  
Finland

Sciar Company Ltd. provides a workflow management tool for laboratories within life sciences, chemistry and more. The main component of the system is an AR-headset, which displays protocols, while processing the workflow, capturing the data and enabling the automatization of documentation in the laboratory. Laboratories globally aim to get reliable results with a standard level of quality. New ways of improving the quality of data are always sought after by academic researchers, pharmacological companies and other establishments within the life sciences. Unfortunately, many methods still widely used in labs have unstandardized quality and are prone to human error. Sciar Company's solution is a workflow management system. Augmented Reality (AR) headsets allow the employee to always have a mobile computer with them and a screen that can show the interactive protocol while having both hands free to operate. The device enables us to capture data and create digital lab notes in real-time.

**Geographics:** Europe

**Products:** IoT, augmented reality, Software

### Financial Data

**Founded:** 2018

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

### Project

#### Product / Value Proposition

SciAR Company is developing a Comprehensive Laboratory Management Tool. Our vision is to help scientists to fight against the cancer, diabetes or even climate change and food shortage. SciAR brings methods from ultra safe aviation industry to mitigate human errors and to standardize the outcome of human work. Augmented reality (AR) headsets enables intuitive and interactive way to have step-by-step instructions with you and still both hand free to operate. The core of our product is the cloud based software solution. It enable scientists to create protocols, to have better data integrity and reproducibility, manage projects, have smart stock inventory, easy training tool, and much more. AR-glasses allow of interactive instructions, detect errors and remote assistance. From all the data collected, our product creates an automatic and accurate documentation.

**Products:** IoT, SaaS, data integrity

**Markets:** Pharmaceutical, Life Science, chemicals

**Geographics:** Europe

**IP:** PENDING

#### Customers

Helsinki University

#### Partners

SynBio Power House

#### Competitors

Apprentice.io



### **Competitive Position / Advantage**

- All our founders have bioscience background --> we have seen the problem and the need. - Tech team with relevant skills and knowledge  
- We have interviewed more than 200 expert on the field from researchers to CEO's - Among the first in the market - EU trademark - Patent pending

### **Business Model**

Subscription based SaaS Business with necessary hardware as a service.

### **Go-To Market Strategy, Internationalization & Expansion Plans**

We are in the middle of pilot-studies. Our pilot customers comes from the different industries; Education, Oil & Gas, Biotechnology and Pharmaceutical. Our strategy is to further develop our product based on the data and feedback from the pilots. We aim to have first product in the market at Q2-Q3/2020 and first clients comes from the pilot customers. During Q3-Q4/2020 our plan is to get more clients from Finland and Q1/2021 we expand to the Nordics and Europe.

### **Achievements & Milestones**

- Jul 2018 SciAR Company founded - Oct 2018 Tech Team complet - Feb 2019 EU Trademark - May 2019 first test at GE Healthcare Testa Center in Uppsala Sweden - May 2019 Patent application sent - Dec 2019 first paid pilot with Helsinki University - Dec 2019 Demo with Charles River DRS Finland Oy and Neste Oyj, starting negotiations about paid pilots - Jan 2020 an article about SciAR in Genetic Engineering & Biotechnology News

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## SDS Optic



### Mateusz Sagan

I am a highly experienced visionary Interim Executive Manager with executive and non-executive track record in b2b, public and family owned, local and corporate businesses. I have a broad experience in leading business units as well as building and managing multi-national Teams. I am a Change Leader & Vision builder I help Start-Ups with Strategies, Commercialization and fundraising, focusing mainly on biotech, life science and medical device industries. Bridge builder between science, startup co-founders, business and investors I am a TEDx Speaker and Polish National Sales Awards referee SME Instrument Horizon2020 largest Phase2 grant in Poland awarded

**Geographics:** United States of America, Europe, Poland

**Products:** cancer diagnostics, Cancer Screening, Liquid biopsy test for early detection of cancer

### SDS Optic



#### Lifesaving Innovations

We concentrate on helping the healthcare with faster, less painful diagnostics and supporting targeted, effective treatment procedures. We develop and create different diagnostics & monitoring solutions, including the ones used in cancer diagnostics and cancer treatment. Our strategy is to discover, develop, produce and commercialise on global scale unique diagnostics and monitoring tools working in real-time and in natural state, which support and save Lives.

#### Contacts:

www.inprobe.com

Lublin

Poland

**Geographics:** Japan, United States of America, United Arab Emirates

**Products:** Microprobe, Cancer Diagnostics Microprobe, increase precision and effects of advanced cancer treatments and most importantly help medical professionals to save lives of millions of patients worldwide. It can be used both in cancer diagnostics and therapies monitoring in real-time and natural state (in vivo)

### Financial Data

**Founded:** 2013

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
NCBiR	2015	2950000.00 €	0.00 %	GRANTS_EU_FUNDS
PARP	2017	230000.00 €	0.00 %	GRANTS_EU_FUNDS
SME Instrument	2017	3985000.00 €	0.00 %	GRANTS_EU_FUNDS
Business Angels	2013	120000.00 €	30.30 %	EQUITY
Seed Fund	2013	200000.00 €	20.40 %	EQUITY

### Project

#### Product / Value Proposition

inPROBE, invented and developed by SDS Optic, is cancer diagnosis device designed to reduce time of medical diagnosis, increase precision and effects of advanced cancer treatments and most importantly help medical professionals to save lives of millions of patients worldwide. It can be used both in cancer diagnostics and therapies monitoring in real-time and natural state (in vivo), thus giving the medical professionals tools and methods previously unavailable. inPROBE has a global potential to replace current ihc and fish cancer diagnostics with possible far less-invasive substitution of existing biopsies

**Products:** Cancer Screening, Cancer Diagnostics Microprobe, biopsy

**Markets:** molecular diagnostics, cancer diagnostics, Histopathology

**Geographics:** Japan, United States of America, United Arab Emirates

**IP:** PENDING

**Customers**

Oncology Hospitals  
Diagnostics Units  
Distribution wholesalers  
Pharma

**Partners**

Clinmark CRO  
Warsaw University of Technology  
Polish Technology Centre  
Centre for Interdisciplinary  
Research - Catholic Lublin University

**Competitors**

Biopsy needles manufacturers  
FISH & IHC tests

**Competitive Position / Advantage**

We're focusing on the major key benefits, both for oncologists and for patients. This is where we see our major competitive advantage inPROBE technology can be first one worldwide to offer opportunity of biopsy & histopathology tests coming together in a small and less invasive device 1. In-vivo examination and real time results We don't intend to take any tissue biopsy, we measure in-vivo and in real-time (15-20 mins) 2. High Sensitivity In many cases our technology allows to perform test without tumor infraction (f.e. at HER2+ breast cancer) which is important in terms of tumor damage effects. We may perform tests close to the tumor. Today cancer can be detected from blood (f.e. ELISA tests, modern liquid biopsies) but it means it has been detected very late and cancer has very advanced stadium. Those technologies will not detect cancer at early stage Our technology, linked with endoscopy, can detect cancer at very early stage during the endoscopy screening tests. This applies f.e. at Colorectal, Stomach, Oesophagus cancers. 3. Objective results We deliver numerical results. Today pathology results are not numerical, are based on pathologist experience and equipment available 4. Patients wellbeing Real-time diagnosis give opportunity to immediately introduce treatment. No waiting time (often many weeks) 5. Numerous possibilities (scale-up) Most types of cancer markers, pre-cancer screening (infectious & bacterial diseases)

**Business Model**

SDS Optic Business Model is based on permanent technology development, brand awareness, own production backup facility and direct or non-direct sales on the respective markets. SDS Optic will produce and sell single-use microprobes for cancer marker testing and multi-use detectors to read, print and archive results SDS Optic will create a dedicated device brand for HER2 cancer diagnostics and other brands for future applications, together with brand management tools and color coding Basic sales model will focus on 3 major sales and solution lines, linked with each other: Detecting Device (effective lifetime is estimated to be 1000 tests a year and min. 5 years) Single use microprobes with connecting cables used for in vivo testing. Maintenance Services, which will cover payable once a year guarantee service check and calibrations. The same Team will be responsible for guarantee services and service centre. All above 3 business lines are important to built on long term business relationships with end consumers and Distributors. SDS Optic will hold all patents and intellectual properties for produced and delivered technologies Microprobes manufacturing will be in-house, from components and raw materials sourced from chosen and dedicated suppliers, what will guarantee patent and IP safety, quality check and compliance. Detecting devices manufacturing will be in-house, from components and raw materials sourced from chosen and dedicated suppliers, what will guarantee patent and IP safety, quality check and compliance. SDS Optic will be the sole owner of IP rights for software and algorithmics used in the detecting device HER2 Diagnostics Device will be dedicated to oncology centres and hospitals, clinical centres and in smaller volume to diagnostics centres, pharma companies and private cancer diagnostics centres. Major marketing activities and distribution: Distribution models will be different in different regions but in general SDS Optic plans to sell directly in Poland, in all other markets via specialized Distributors Next to direct & trade marketing all major marketing activities will be based on Fairs, conferences and symposiums, online activities, scientific and business press releases. SDS Optic plans to involve and connects with Key Opinion Leaders („KOL's") on several markets and Project Interim Managers. Company plans to closely cooperate with reference centres (hospitals, f.e. for trainings purposes) Within 2017-2020 Company plans to attend several Fairs as active exhibitor, incl. Medica in Dusseldorf, DE; Arab Health in Dubai, UAE; FIME in Miami, FL (USA) As part of organization structure all engineering, laboratory, production assets together with customer service, logistics, finance and controlling will be headquartered in Lublin, Poland

**Go-To Market Strategy, Internationalization & Expansion Plans**

Poland is a first revenue market for HER2 Cancer Diagnostics Microprobe. In Poland direct sales is assumed (hospitals, oncology) To supervise sales in Poland effective 2021 it is planned to employ 3 Medical Reps and 1 Sales Manager, with additional backoffice of 3 Customer Service dept. Direct Marketing will be focused on building the Brand and Technology awareness around woman and in the community of oncologists and hospitals, will be supported by: Fairs participation, symposiums, conferences. At pre-market stage SDS Optic plans wide support and lobbying by Key Opinion Leaders In addition sales will be supported with Trade Marketing tools (catalogues, folders, presentations, trainings, BTL). Company will also create 1-2 reference centres to run trainings and acting as Centre of Excellence. United States, accounting for over 40% of the global cancer diagnostics market are the key market for SDS Optic HER2 Microprobe revenue strategy. In 2019 alone there will be around 3M breast biopsies and tumor marker tests (f.e. FISH/IHC) focusing on a quick HER2+ breast cancers diagnosis. Sales of both detecting device and microprobes will be based on local Distributors acting as Microprobe Preferred Partners In addition SDS Optic plans to set up strategic partnership with global medtech players to run joint R&D projects with vision to introduce combined technologies (f.e. endoscopy with SDS Optic microprobe inside). First talks have been kicked off mid of 2018 with 2 global players.

**Achievements & Milestones**

1. National grants from NCBI (National Centre of Research & Development) co-funded by EU Funds in total around €3,5M to run proof-of-concept stage and pre-clinical tests 2. Positive pre-clinical studies 3. Patent pending in PCT procedure, publication published 4. Business Angels, Seed & VC funding - around €1M in total 5. Horizon2020 SME Instrument highest grant for Polish SME - around €4M



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## SmartWatcher Ltd

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### Pauli Tarna

I have wide experience in working in global playground. I have worked with several health care companies including Instrumentarium Imaging and Evondos. Now I am heading SmartWatcher who is one of the global fore runners in real time indoor air quality monitoring.

### SmartWatcher Ltd

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#### **SmartWatcher is the pioneer in real time indoor air quality monitoring.**

SmartWatcher is on of the global pioneers in real time indoor air quality monitoring. We are providing our service to B2B customers on a global level. At present have clear number one position in Finland. We have been able to start our sales in Sweden and Singapore. This year we will open several new markets. In our monitor we are using high quality sensors and having assembly in Finland. Customers include hospitals, health care centers, municipalities and universities.

**Products:** Sig fox, Blue tooth, Environmental sensors



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#### **Contacts:**

[www.smartwatcher.fi](http://www.smartwatcher.fi)  
Vantaa  
Finland

#### **Financial Data**

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**Founded:** 2016

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20





## Sooma Medical



### Tuomas Neuvonen, CEO, co-founder

Educational background: MSc Tech in Engineering Physics; Further qualification in Foreign Trade (Europass Certificate supplement). 2013 - (current role) CEO and co-founder at Sooma Medical. 2007 - 2013 Chief Physicist at Nexstim Oyj (NXTMH:FN). I was involved in transformation of a brain mapping research instrument into a clinical tool. The transformation process involved R&D work; planning and execution of international clinical studies; product management duties and obtaining regulatory approvals (FDA). I was successful in creating the tools to introduce novel brain mapping data into neurosurgical workflow. Patents: Several granted patents in current and previous position

**Geographics:** Europe, Asia

**Products:** Life Sciences, Medical Products & Services, Medtech

### Sooma Medical



**Sooma Medical is developing neuromodulation platform for major neurological and psychiatric problems.**

Sooma Medical was founded in 2013 by individuals with strong expertise in brain stimulation products, medical device R&D and regulatory affairs (CE and FDA). Our mission is to create neuromodulation devices for major unmet medical needs in neurology and psychiatry. We aim to be a global leader in the non-invasive neuromodulation market. We combine digital tools, clinical real-world data and controlled clinical studies to build personalized treatment protocols and algorithms for patient selection. Our first product is a portable brain stimulation device and a digital platform for depression treatment achieving 60% response rate in clinical practice. The product is a class II A medical device and currently used in over 100 clinics worldwide.

**Geographics:** Northern America, Europe, Asia

**Products:** Life Sciences, Medtech, Medical Devices

### Contacts:

www.soomamedical.com  
Helsinki  
Finland

## Financial Data

**Founded:** 2013      **Stages:** Early stage (seed / start-up), Expansion/Growth,      **Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Avohoidon Tutkimussäätiö	2014	0.00 €	0.00 %	EQUITY
JSBC Pte Ltd	2018	0.00 €	0.00 %	EQUITY
Athensmed Oy	2019	0.00 €	0.00 %	EQUITY
Innovestor Ventures	2013	0.00 €	0.00 %	EQUITY
Smart Brain SRL	2019	0.00 €	0.00 %	EQUITY

## Project

### Product / Value Proposition

Sooma tDCS is a brain stimulation device and a digital platform for depression treatment. It uses weak electrical currents to influence brain activity in areas that are known to be hypoactive in depressed patients. Surface electrodes are placed on the patient scalp. A 30 minutes treatment course is given once a day for three weeks. The treatment is painless, well tolerated and easy to setup. As a result of treatment, the patients experience an improvement in the cognitive performance, the mood and in quality of life. Multiple controlled studies have shown the effectiveness of the technology in treatment of major depression. These results have been replicated in 250+ patients open-label series. With Sooma tDCS, 60% of patients typically experience treatment response, by the end of treatment. Sooma has built a digital platform to monitor the patient compliance and treatment outcome, enabling controlled home-based treatments and decision support for professionals.

**Products:** non-invasive neuromodulation, psychiatry, neurology

**Markets:** neuromodulations, therapeutics,

**Geographics:** Northern America, Europe, Asia

**IP:** YES

**Customers**

Zentralinstitut für Seelische Gesundheit (ZI)  
University of Oxford  
Clinique Notre Dame Villeurbanne  
Hopital Henri Mondor  
Vastaamo  
PPSHP  
VVSHP  
Aava

**Partners**

Wah Yip Medical  
Instrumedical  
InnokasMedical

**Competitors**

Neuroconn  
Soterix

**Competitive Position / Advantage**

Sooma Medical is an agile company with experience and deep understanding of medical technology, market access and regulatory framework, such as the FDA. This has been proven by our track record of low capital spending and achieved milestones. Sooma Medical has the biggest distribution network and probably the biggest geographical footprint among companies offering this technology to medical professionals. We have gained a leading market position in Finland, Estonia, Hong Kong and Mexico. Sooma Medical is now in the process of launching a new proprietary stimulation disposable component that will improve the electrode contact, reduce the sensation of stimulation and further reduce the preparation time for about 50% compared to traditional approaches. This component is manufactured by the company and protected by international patents in the EU and the US. There are few other companies active in the market, but at the moment Sooma is the only European company holding the CE mark for these indications. No competitor holds US FDA approval yet.

**Business Model**

Sooma is the manufacturer of Sooma tDCS, accessories and the digital health platform. At present, we sell medical devices and accessories with high margin to distributors and end users (medical professionals). Sooma is the original manufacturer of the devices and accessories of the products. Currently, devices are sold to end users with the price of 3000 € per device depending on the configuration and purchase volume. Currently, company margins are between 75% - 92% for the devices and 60% - 80% for the disposables. The distributors typically operate with 30-60% margin, depending on the product and volume. In 2018 year we have successfully introduced a novel disposable component that has enabled a novel pay-per-use and subscription business model. In this model the clinic pays a fixed price of 240 to 300 EUR for a treatment kit including disposables and consumables. The business model will scale as company receives payments from each treatment and the price per patient is constant. Each new patient and each new treatment results in revenue. We continue to validate the safety and effectiveness of the therapy. We also have proven that the therapy is cost-effective. Further studies may be needed in different markets to generate data about cost effectiveness in particular markets and patient populations. We continue to collect data to build a dossier for health technology assessment (HTA). Once enough clinical data has been collected, using the HTA we will initiate discussion with insurance companies and other payers to ensure full reimbursement in markets where such work is necessary (USA, Germany, France etc.). We have used a consulting company as partner to identify market specific actions on how to achieve reimbursement in selected EU markets.

**Go-To Market Strategy, Internationalization & Expansion Plans**

During 2015 Sooma started to identify and evaluate markets and possible sales channels. By the end of Q4/2018 the distribution network covers over 30 countries. Presently the cost of reaching the markets depends on following factors: cost of product registration, language requirements (translation of materials, custom materials etc), potential local safety testing of equipment and finally setting up the local sales force or partnering with a distributor where necessary. Sooma has been approaching psychiatrists through presence at international conferences, and organizing meetings at local clinics. At a later phase, in each market direct contacting has been handed over to distributors. Sooma is now visiting international and local conferences and creating digital materials to support the distributor, supporting the generation of further clinical evidence. Further steps in the process include generation of clinical data and working with local healthcare insurance systems to ensure acceptable level of reimbursement for the treatment.

**Achievements & Milestones**

First patient treatments started with a prototype device (12/2013). ISO 13485 and ISO 9001 quality management certificates (5/2014). First product CE approved (11/2014). Successful funding round (12/2014). 1.0 M€. First paying customers (4/2015). First distributor (12/2015). Distribution network in 28 countries (11/2017). Regulatory approvals (Q4/2017): EU, Health Canada, TGA Australia, Turkey, HSA Singapore, Malaysia, Indonesia Patents (11/2017): 3 350+ patients in post market open label study (Q4/2019).



## Surgify



### Visa Sippola, Co-Founder, CEO

My passion is to solve healthcare problems by implementing modern technology. Prior to co-founding Surgify Medical, I was working as a neurosurgery researcher at Helsinki University Hospital. I have been chosen as one of the 35 Innovators Under 35 in Europe by MIT Technology Review, and I am also a member of the Kairos Society. On my free time I play the piano and fly a Diamond Aircraft DA40.

**Products:** Orthopedics, Medical Devices

### Surgify

**Surgify is a Finnish medtech startup with a mission of making bone surgery safe. We are commercialising a groundbreaking method for cutting bone tissues while preserving soft tissues.**

Surgify is a Finnish medtech startup with a mission of making bone surgery safe. We are commercialising a groundbreaking method for cutting bone tissues while preserving soft tissues. We are in the process of raising a Series A round for scaling the sales of our first product. The product is an easy-to-use add-on device for existing surgical instruments, which reduces the risk of complications during surgery. Surgical operations involving bone cutting always carry risk and often lead to soft tissue injuries. Most devastating complications are related to operations in the head, neck and spine areas. Millions of such operations are performed every year and various clinical studies indicate that the risk of soft tissue injury can be over 30%. Surgify technology is an elegant and effective way for improving the safety, speed and precision of bone surgery.

**Geographics:** United States of America, Europe

**Products:** Surgical technologies, Medical Devices

### Contacts:

surgifymedical.com/  
Espoo  
Finland

### Financial Data

**Founded:** 2017

**Stages:** Early stage (seed / start-up), Expansion/Growth, **Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Horizon 2020 SME Phase 1	2019	50000.00 €	0.00 %	GRANTS_EU_FUNDS
Business Finland R&D financing 2	2018	867000.00 €	0.00 %	DEBT
Business Finland R&D financing 1	2017	330000.00 €	0.00 %	DEBT
Seed round	2017	1000000.00 €	0.00 %	EQUITY
Pre-seed round for the spin-off company (equity & convertible loan)	2017	150000.00 €	0.00 %	EQUITY

### Project

#### Product / Value Proposition

Surgify is a Finnish medtech startup with a mission of making bone surgery safe. We are commercialising a groundbreaking method for cutting bone tissues while preserving soft tissues. We are in the process of raising a Series A round for scaling the sales of our first product. The product is an easy-to-use add-on device for existing surgical instruments, which reduces the risk of complications during surgery. Surgical operations involving bone cutting always carry risk and often lead to soft tissue injuries. Most devastating complications are related to operations in the head, neck and spine areas. Millions of such operations are performed every year and various clinical studies indicate that the risk of soft tissue injury can be over 30%. Surgify technology is an elegant and effective way for improving the safety, speed and precision of bone surgery.

**Products:** Surgical technologies, surgery, orthopaedics

**Markets:** MedTech, Orthopaedics, surgery

**Geographics:** United States of America, Europe

**IP:** PENDING



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**Partners**

Aalto University  
Helsinki University Central Hospital

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**Competitors**

Misonix  
Stryker  
DePuy Synthes  
Medtronic

**Competitive Position / Advantage**

Surgify technology is a safe, fast, effective and economical solution to a major problem in surgery. The Surgify technology is extremely easy to apply for the customer. No changes in the surgical workflow or additional training are required. This is a major selling point in the hospital environment, where all changes to practices are expensive, time consuming and risky. The Surgify team has all the relevant expertise and capabilities for the development and commercialisation of surgical technologies. Additionally, the team has an impressive track record in innovation. We believe that the current team is an optimal combination of different fields of knowledge (clinical, technical, regulatory, business development knowledge), as well as experience, drive and devotion.

**Business Model**

Surgify develops, manufactures and commercialises single-use add-on devices for existing surgical drill instruments. Surgify plans to scale its commercial activities by: 1) Direct sales, 2) Outsourcing sales for independent distributors, 3) Searching for licensing opportunities

**Go-To Market Strategy, Internationalization & Expansion Plans**

Our first geographical market will be EU after getting CE approval in January 2020. We will later expand to other regions including North America and Asia, United States market approval expected already in Q2/2020. With its first product, Surgify focuses especially on large university hospitals. We target key opinion leaders who can positively affect the adoption process of our new technology.

**Achievements & Milestones**

According to preclinical series, the Surgify technology can reduce complications by 80%, in some occasions even by 90%. For a hospital, this can mean over 200 hospitalisation days and €2M saved per 1000 patients. In September 2017 Surgify received MIT Technology Review Innovators Under 35 Europe award for this remarkable surgical innovation. In December 2018, Surgify was named as one of the 24 winners of the European Venture Contest, arranged by TechTour. As per now, Surgify has raised approximately €3M in total financing (public + private) and is planning to launch the product by January 2020. Since the beginning, Surgify has had strong ties to the surgical community. Our product demonstrations have received praise from numerous high-profile surgeons in Europe. We have already signed letters of intents worth €335k yearly revenue with potential customers. Major global players have also expressed their interest in Surgify, and we see a trade sale likely to happen within the next 3-5 years. We have now received our ISO13485 certification and are expecting the CE mark during February 2020. FDA -application will be submitted during Spring 2020.

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## Synoste Oy



### Harri Hallila, Founder & CEO

I have built a competitive international team of engineers, surgeons and business professionals and raised the required funding to run SYNOSTE. I'm a passionate team leader with a history in various projects from church to university research and start-ups. I received a leadership education in the reserve officer school in Finland. But above all, I'm a hockey guy, snowboarder and a family man. Like my fellow founders I'm a biomedical engineer graduated from Aalto University with distinction. Apart from SYNOSTE I gained international experience during my studies at ETH in Zürich and as a visiting researcher at Bern University. I'm an inventor in five international patent families and over 60 individual patents.

**Products:** Orthopedics, spine surgery, Implantable medical technologies

### Synoste Oy

#### Lengthening Bones, Changing Peoples' Lives

Patients suffering with bone deformities have inconvenient treatment options available involving pain, long recovery and high complication rates. SYNOSTE's mission is to provide patient friendly and cost effective solutions that help people suffering with bone deformities regain a normal life. We have recently treated 7 patients in clinical pilot trials with our first product SYNOSTE Nitinail, which is a third generation solution for leg lengthening targeting early recovery to normal life and high patient compliance in home care. Our core competences are smart material management, wireless energy transfer and active orthopaedic implant design. SYNOSTE's patented technology platform provides the basis for further disruptive changes in the treatment of congenital, trauma- and tumour-related limb discrepancies, bowed leg condition, spine deformities (scoliosis), and craniomaxillofacial deformations.

**Geographics:** Northern America, Europe

**Products:** Medical Devices, Active Implants, Orthopaedic Implants

#### Contacts:

www.synoste.fi  
Espoo  
Finland

## Financial Data

**Founded:** 2012

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Grants (Business Finland & EU)	2015	1240000.00 €	0.00 %	GRANTS_EU_FUNDS
Loans (Business Finland)	2013	2740000.00 €	0.00 %	DEBT
Seed	2013	1200000.00 €	0.00 %	EQUITY
Pre-Seed	2012	200000.00 €	0.00 %	EQUITY
Series B	2018	5100000.00 €	35.40 %	EQUITY

## Project

### Product / Value Proposition

Patients suffering with bone deformities have inconvenient treatment options available involving pain, long recovery and high complication rates. We provide patient friendly and cost effective solutions that help people suffering with bone deformities regain a normal life. To treat these deformities a slow gradual separation of bone parts and stretching of soft tissue are required. SYNOSTE has created a wireless implantable platform that can address the widest range of bone deformities with a single proprietary technology (e.g. leg length discrepancy, bowed leg condition, cranial and facial abnormalities or scoliosis of spine). The uniqueness of the technology is in its purely linear motion, which allows SYNOSTE to create robust implants with anatomical shapes (flat, curved and flexible). With our first product used to treat Leg Length Discrepancy (LLD) the patient can do the leg lengthening without pain at home and return back to normal life as fast as in two months after the surgery.

**Products:** Orthopedics, Implantable medical technologies, Medical Devices

**Markets:** Bone lengthening, Medical device, Orthopaedics

**Geographics:** Northern America, Europe

**IP:** YES



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**Customers**

Helsinki University Hospital  
Istanbul Florence Nightingale Hospital

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**Partners**

Aalto University  
AO Foundation  
Invalidisäätiö (Foundation  
for Disabled People)

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**Competitors**

Wittenstein Intens  
Smith & Nephew  
NuVasive Specialized Orthopedics  
Orthofix  
Stryker  
DePuy-Synthes

**Competitive Position / Advantage**

In leg lengthening, the competition includes (a) external devices, which are low cost and robust but painful and stressful for the patient, as well as (b) implantable devices, of which the market leader is PRECICE (acquired by NuVasive in 2016 in a 410MUSD deal). There is a consensus on the market that implantable devices are better for the patient, if they (a) fit to patients anatomy, (b) are available and (c) surgeon is trained to use these implants. The remote lengthening of a PRECICE implant is based on rotating permanent magnet, lead screw and a gear box. The main reported weaknesses are mechanical strength (breakages) and suboptimal home care (patient compliance). Due to its technical principle relying in rotational movement, it can only be applied in straight cylindrical form factor, which restricts its applicability to long bone lengthening and to a certain spine indication. More anatomical curved or flat form factors are not possible. SYNOSTE's linear motion technology has three main advantages (i) high mechanical strength due to its robust clutch components that carry the load (i.e. patient stepping on implant millions of steps), (ii) remote lengthening is intuitive and quick for the patient and (iii) ability to design flat and curved implant shapes. High strength means that the patient can begin physiotherapy and mobilisation immediately after the surgery, which has proven to be crucial in reaching good treatment outcomes. Patient can also return earlier to normal daily activities. Freedom to design flat and curved implants allows SYNOSTE to address unmet needs also in Limb Lengthening e.g. providing anatomical curved nail for femur lengthening, which any trauma surgeon has skills to insert in a quick manner. This would expand the number of treatment providers exponentially and disrupt the limb lengthening market.

**Business Model**

SYNOSTE makes business by selling active implantable medical device solutions for public and private hospitals and clinics. We focus in product development, product management and end user training. In-house training enables us to control the treatment outcomes achieved with SYNOSTE's solutions and it creates a fast feedback loop from surgeons and patients to product development. We outsource manufacturing and sales channels. We will increase the value of our business by expanding the product offering to a number of bone lengthening and deformity applications. We also target to supplement our main revenue stream and accelerate the development by licensing the technology to global market leaders in orthopaedic and spine in specific applications.

**Go-To Market Strategy, Internationalization & Expansion Plans**

The core of the strategy is to win the trust of the customers by building a surgeon training program with a group of Key Opinion Leaders, which will educate and train 35 surgeons in years 2021-2022. This group of trained and engaged surgeons will enable a rapid market validation when the full product line is launched in the end of 2022. We use our existing investigational device to prepare (a) regulatory pathway, (b) health economics claims, (c) reimbursement, (d) channel partner, (e) logistics and (f) other sales operations prior to the full commercial launch.

**Achievements & Milestones**

Pilot clinical trial is ongoing in Finland and Turkey. The first 7 patients were successfully treated for leg length discrepancy with SYNOSTE Nitinail in 2019 and they have returned to normal life. Two rounds of feedback received from FDA about the regulatory pathway in USA.

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## Telemedico



### Pawel Kaoka, Head of Global Business Development

Paweł is responsible for global development of Telemedico - one of the biggest providers of medical teleconsultations in Europe. Prior to that, he held senior management positions in PZU Zdrowie, the biggest healthcare insurance company in Poland and was Manager at PwC Healthcare Advisory practice in CEE region. He graduated from Warsaw School of Economics and the CEMS MIM Programme.

**Geographics:** Poland, Europe

### Telemedico

**Telemedico is one of the biggest providers of medical teleconsultations in Europe that enables 24-hour access to doctors and specialists.**



Telemedico enables fast and easy access to healthcare without leaving the house. It does it by providing telemedicine consultations via phone calls, chats and videoconferences with real doctors, usually within less than hour. We have our own specialists: internist, pediatrician, cardiologist, endocrinologist, gynecologist, allergologist, diabetologist. After logging in to our platform patient can talk with all the specialists almost immediately or in a few hours, without waiting in queues or spending time with ill people. On the other hand, it is a cheaper solution than stationary consultation. Almost anybody can afford that and talk with a specialist. Moreover, patients can use Telemedicine Kiosk, where the basic medical devices can be found for example: electrocardiogram, pressure meter or stethoscope. Patient uses telemedicine equipment during a videoconference with a doctor and in few seconds doctor receives results on his screen and can diagnose immediately.

**Geographics:** United Kingdom, Germany, Turkey

**Products:** Telemedicine Kiosk, Teleconsultations

### Contacts:

telemedi.co/en  
Warsaw  
Poland

### Other Key Members

### Pawel Sieczkiewicz

Starting to learn coding since he was 12, Paweł has founded Softwarehouse and built Telemedico as internal project with co-founders. He sold Softwarehouse and focused on Telemedico 100%. Meantime he became 2x champion of Poland in kickboxing.

### Financial Data

**Founded:** 2014

**Stages:** Early stage (seed / start-up),

**Current Number of Employees:** 21 - 50

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Docplanner	2016	250000.00 €	0.00 %	
Pawel Sieczkiewicz	2014	0.00 €	0.00 %	
VGPartners	2015	48460.00 €	0.00 %	
Piotr Slomian	2014	0.00 €	0.00 %	

### Project

### Product / Value Proposition

Our main product are Teleconsultations, which enable talking with doctor without leaving house or place where currently person is. It takes much less time to wait for specialists like cardiologist, endocrinologist or allergologist on our platform than to wait for a stationary consultation, which is also much more expensive. We are also launching new product, which is Telemedicine Kiosk - place, where patient can have videoconference with a doctor and use basic medical equipment during consultation. When there is a need to do some tests tutorial appears on the screen and patient can use electrocardiogram, pressure meter, stethoscope or other equipment. After test, doctor sees the results immediately on his screen and can diagnose patient during consultation. Our target group is almost every person using healthcare. We are mainly selling fee for service consultations to insurance companies and healthcentres.

**Products:** Telemedico, teleconsultation, e-Health

**Markets:** Healthcare, Insurance, Health

**Geographics:** Poland, Asia, Spain

**IP:** NO





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**Customers**

Inter  
April  
Vienna Insurance Group

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**Partners**

Docplanner

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**Competitors**

Kry.se  
Pushdoctor  
Babylonhealth

**Competitive Position / Advantage**

Our main advantage is that we cooperate with biggest insurers in Poland, that's why we have great experience in this field, we know how to deal with partners, solve their problems and make an offer for them, so it can be profitable for both sides. Moreover we are the only provider of Telemedicine Kiosks in Poland, which are very convenient and fast way to talk with a doctor, while there is need to use medical equipment. Patient or doctor can use our platform wherever and whenever he wants that's what makes it very convenient solution at the same time being competitive advantage. Our system has modular structure, that's why we can cooperate with almost every partner who needs Telemedicine.

**Business Model**

We cooperate mainly with insurers, providing their clients with teleconsultations, usually charging fee for service. Moreover we have subscriptions for the usage of our platform which is counted per every registered person. In some cases we charge partners for using our software as their own service.

**Go-To Market Strategy, Internationalization & Expansion Plans**

At this stage of development we are expanding to new markets with our technology, which we improve all the time. Recently we focus on our Artificial Intelligence, which helps our patients and doctors make teleconsultations easier and more comfortable. Moreover we are going international to markets like Portugal, Spain and South American countries. We sell ready to use product with our doctors or we sell our platform, where partners can add their doctors.

**Achievements & Milestones**

A milestone would be for us closing a deal with first international partner from Portugal or Mexico, which is still approaching. In last year we were awarded in few competitions and programmes as "World Summit Awards" as best solution of our country or other polish contests. We were also chosen as best solution for tourist industry, as teleconsultations can be used everywhere.

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## UgenTec



### Steven Verhoeven

With a passion for leading fast-growing teams and improving the quality of healthcare through intelligent software solutions, Steven joined UgenTec from Agilent Technologies where he was responsible for strategy and operations leading the genomics software group. Steven previously led operations at the Belgian genomics software company Cartagenia as COO and built out an international delivery organization as VP of Professional Services for BAE Systems Detica.

**Geographics:** Northern America, Europe

**Products:** MedTech, Life Sciences, Software

### UgenTec

**UgenTec delivers a AI diagnostic platform to help laboratories with their DNA (PCR) analyses . We are active in clinical diagnostics, food testing, animal health and agbio.**

UgenTec lives on the crossroads of artificial intelligence, cloud software and molecular biology. We provide a SaaS platform that enables molecular laboratories to perform DNA analyses in a routine, high-volume setting, reducing the number of manual steps and the risk for error. With customers across various applications (infectious disease, oncology and pharmacogenomics; veterinary health; seed testing, breeding and quality control), rapidly accelerating interest in the US and globally (Fortune 500 companies, diagnostic manufacturers and global lab groups), UgenTec is poised to use its loyal customer base, established product, and deep diagnostic expertise to change the world of molecular diagnostics.

**Geographics:** Africa, South America, United States of America

**Products:** saas, Machine Learning, ICT



### Contacts:

www.ugentec.com  
Hasselt  
Belgium

### Financial Data

**Founded:** 2014

**Stages:** Expansion/Growth,

**Current Number of Employees:** 21 - 50

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
post-seed	2016	2150000.00 €	0.00 %	
Series A	2018	7500000.00 €	0.00 %	
seed	2015	1150000.00 €	0.00 %	

### Project

#### Product / Value Proposition

UgenTec helps customers in clinical diagnostics, food testing, plant breeding and animal health. Our range of products is used to replace the time consuming, expensive and error prone manual interpretation of lab technicians performing PCR based DNA testing. Operating in regulated markets, our SAAS products help our customers in automating their workflows. After several seed investment rounds, UgenTec successfully closed a series A round in Q1 2018 to accelerate its market entry in EU and the US.

**Products:** agbio, animal, scale up

**Markets:** food testing, clinical diagnostics, Animal health

**Geographics:** United States of America, South America, Europe

**IP:** PENDING

#### Customers

Serosep  
Speedx  
MDxHealth  
R-Biopharm  
Siemens Healthineers

#### Partners

Microsoft  
Hamilton Robotics



**Competitive Position / Advantage**

We currently have no significant competition apart from "the status quo"

**Business Model**

License model - direct and partner sales

**Go-To Market Strategy, Internationalization & Expansion Plans**

direct sales and partner sales

**Achievements & Milestones**

in total 11,5million Euro raised, CE-IVD approved, FDA submitted, Deloitte "most disruptive innovator" Belgium, selected E&Y Belgian scale-up of the year, Imec and KULeuven spin-in, EIT-ICT supported, H2020 MSE instrument phase 1 approved,

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## Vitaccess



### Mark Larkin

I founded Vitaccess to create scientifically rigorous, real-time, international digital real-world evidence studies: a growing biopharma unmet need. Since opening our Oxford HQ in 2017, we have bootstrapped to profitability and a team of 25. Our MyRealWorld® platform deploys bring-your-own-device (BYOD) iOS and Android apps to generate data across North America, Europe and Asia, with analytics platform to explore data in real-time. The platform complies with information governance (GDPR, HIPAA, COPPA) and scientific standards (e.g. ethical approvals). Data from our studies have already been published widely in scientific publications. Biopharma company clients commission us to develop and implement studies, but we also finance our own studies, then sell syndicated annual data licenses, building towards a proprietary dataset, scalable by indication and geography. I'm an ex-corporate financier (CSFB), ex-cognitive psychologist (University of Cambridge) and current skier and cyclist.

**Geographics:** United Kingdom, United States of America, Europe

**Products:** smartphone, Digital, Analytics



### Vitaccess

#### Digital real-world evidence research company

Vitaccess is a multi award-winning, UK-based digital health scale-up with ambitious plans for international expansion. Vitaccess generates real-time data showing how drugs and treatments affect patients' everyday lives, using smartphone apps built using our secure platform, MyRealWorld®. The platform can be tailored for almost any real-world evidence (RWE) study, in any indication, language or country. Our USP combines a patient-centric approach (partnering with patient advocacy groups), state-of-the-art digital technology expertise, and scientific rigor that ensures generation of high-quality, valuable data. Our aim is to improve care and patient outcomes via cost-effective technology and real-time access to patient-reported data. Traditional paper-based data capture is slow and expensive. Healthcare companies spend billions on clinical trials data to get drugs approved, but those data say little about how drugs may work in the real world. We provide the patients' voice, digitally.

**Geographics:** Northern America, Japan, Europe

**Products:** Predictive Analytics, Data Analysis, digital health app

#### Contacts:

www.vitaccess.com  
Oxford  
United Kingdom

## Financial Data

**Founded:** 2017

**Stages:** Expansion/Growth,

**Current Number of Employees:** 21 - 50

## Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Zero investments (Bootstrapped)	2020	0.00 €	0.00 %	EQUITY

## Project

### Product / Value Proposition

Vitaccess has developed MyRealWorld®, a powerful real-world evidence (RWE) platform, to quantify patients' experience of diseases and treatments. We combine tailored smartphone apps for patients and cloud-based analytics dashboards to provide real-time data access to industry and researchers. We have demonstrated proof-of-concept for our existing platform across multiple biopharma-financed projects in North America and Europe. We are seeking investment for our next generation platform, to develop these areas: Patient support, Rewards/gamification, Security/privacy/ethics, Surveys, Patient generated health data (e.g. wearables and sensors), Localization and Dashboarding. Tangible benefits will include better user-experience and more sophisticated apps. Faster creations with less resources will also mean higher profit margins. We will use a combination of existing technologies and programming languages and will make additional hires.

**Products:** smartphone, Data Analysis, digital health app

**Markets:** Pharmaceutical, Digital Healthcare, Data analysis

**Geographics:** Northern America, United Kingdom, Europe

**IP:** YES

**Customers**

Baxter  
bluebirdbio  
Bristol-Myers Squibb  
Daiichi-Sankyo  
argenx  
Vertex  
Vielabio  
Pharnext  
Pierre Fabre  
Rhythm Pharmaceuticals  
teva  
Novimmune  
Gamida Cell  
Novartis

**Competitors**

Sage Bionetworks  
Healthmode  
Elektralabs  
Aparito  
Corrona  
self care catalysts

**Competitive Position / Advantage**

Although there are more than 300K health and fitness apps, growing concerns around data privacy have created an opportunity for us, as unlike most of them, our methodology is built around scientific rigor (including publications) and ethics. Biopharmaceutical companies are very concerned about data protection, so will not work with vendors of lower quality. Vitaccess is already a leading player in rare/orphan conditions (this is a significant and growing part of the market), with an additional proven track record in oncology and high prevalence indications (e.g. migraine). Our product is highly scaleable, both across indications and geographic territories. We also have the opportunity to cross sell within our existing client portfolio.

**Business Model**

Our clients are global pharmaceutical and biotech companies seeking real-world evidence data, complementary to clinical trials, and a vital part of pricing and reimbursement and commercial success. We have two business models for sales of our RWE apps and accompanying dashboards. 1. Sponsor-led: a pharma or biotech client commissions a bespoke study app and owns the resulting data; 2. Syndicated: Vitaccess develops apps, owns the resulting proprietary datasets, sells subscriptions to industry and enables profit share with patient charities, plus free access (requiring scientific board approval) to datasets for non-commercial researchers, i.e. hospitals and universities. We recently donated £10k to state-of-the-art molemapping technology installed at Liverpool Broadgreen NHS hospital as a result of our Melanoma UK digital app study.

**Go-To Market Strategy, Internationalization & Expansion Plans**

Our proof of concept studies have already generated data in North America and Europe. With our existing product and experience we can drive capabilities for generating data in additional territories. These are addressable markets from Oxford, which will remain our HQ. We already have a majority of clients from the US, with US growth being accelerated by our first US-based team member (based near Cambridge, MA) who joined in 2019. Further US expansion will be evaluated critically. We are open to strategic M&A to drive growth, but recognizing the rarity of suitable candidates in our innovative niche, we will also continue organic growth in the US.

**Achievements & Milestones**

Our key achievements to date: • Launch of UK digital patient registry in melanoma: October 2017. • Launch of two international (pan European and US) digital real-world evidence (RWE) studies in rare diseases (Charcot-Marie-Tooth disease and Transfusion Dependent beta-Thalassemia): August and October 2018. In January 2020, the 1,700th patient was recruited to CMT study. • Multiple scientific publications arising from MyRealWorld® projects, underlining the quality and rigor of our approach. We published 19 posters that were presented at 7 conferences around the world in 2019. • Launch of multinational, multilingual studies via two smartphone apps for patients with beta-thalassemia and Charcot-Marie-Tooth disease (UK, USA, France, Germany, Italy and Spain), including ethical approval in each country. • 2018: launch of EMI company equity ownership scheme. • From 400 applicants, Vitaccess was a winner of the Tech Nation Rising Stars 2019. • Currently through to the final stage (Feb 2020) of UK Government's Innovate UK Loan Scheme • Bootstrapped to profitability (2019 revenues >€2.5M)



## VitalSignum

### Eero Punkka



Dr. Eero Punkka is an entrepreneurial high technology business professional with a solid research background (Helsinki University of Technology, Massachusetts Institute of Technology, VTT Technical Research Centre of Finland). He has extensive experience in industry ranging from sensor technology (Vaisala Technologies/VTI Hamlin) to wellness and sports products and services, (Suunto/Amer Sports) – also in start-up environment (Navigil, VitalSignum). He is currently acting as director of Helsinki Biobank, the largest biobank in Finland. He is the Board Chairman of VitalSignum and a board member at Navigil. His passion lies in the transformation of medical and care practices using the power of data analytics and other state-of-the art technologies for the benefit of medical professionals, patients and citizens.

**Geographics:** United States of America, Asia, Europe

**Products:** Digitally enabled healthcare delivery; remote & telehealth (connecting patients & healthcare), SaaS, wearables



### VitalSignum

**VitalSignum service consists of a simple, reliable and easy-to-use wearable electrocardiogram sensor and a phone application connected to the cloud analytics for fast, cost-effective screening of heart problems**

The company VitalSignum Oy is based in Helsinki, Finland and was founded in 2015 by a team of top medical and health tech experts from Finland. VitalSignum Oy has developed a simple, reliable and easy-to-use wearable electrocardiogram (ECG) sensor and phone application connected to cloud analytics for fast, cost-effective screening of heart problems: Beat2Phone. Beat2Phone enables a better preventive monitoring and observation of cardiac symptoms leading to cost & time savings in the health care and a healthier life for the patients. Beat2Phone is an ideal diagnostic tool for primary care clinicians, cardiologists, neurologists, and elderly home care professionals.

**Geographics:** United States of America, Asia, Europe

**Products:** SaaS, Electrocardiology, wearables

### Contacts:

www.vitalsignum.com  
Helsinki  
Finland

### Financial Data

**Founded:** 2015

**Stages:** Expansion/Growth,

**Current Number of Employees:** 6 - 20

### Investments

Name	Since (Year)	Amount Invested	Percentage	Type
Seed	2017	230000.00 €	30.00 %	EQUITY
Business Finland VC	2018	300000.00 €	0.00 %	DEBT
Business Finland	2019	900000.00 €	30.00 %	EQUITY
	2020	600000.00 €	0.00 %	DEBT

### Project

### Product / Value Proposition

VitalSignum Oy has developed a simple, reliable and easy-to-use wearable electrocardiogram (ECG) sensor and phone application connected to cloud analytics for fast, cost-effective screening of heart problems: Beat2Phone. Beat2Phone enables a better preventive monitoring and observation of cardiac symptoms leading to cost & time savings in the health care and a healthier life for the patients. Beat2Phone is an ideal diagnostic tool for primary care clinicians, cardiologists, neurologists, and elderly home care professionals.

**Products:** SaaS, heart disease, Electrocardiology

**Markets:** primary care, elderly care, secondary care

**Geographics:** United States of America, Europe, Asia

**IP:** YES



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**Customers**Consumers  
B2B

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**Partners**Mariachi  
HUS

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**Competitors**Bittium  
Preventice  
Qardio**Competitive Position / Advantage**

Beat2Phone is the first truly wearable and clinically relevant solution for the cost-efficient diagnosing of heart symptoms. Unlike ECG event recorders or wrist pulse meters, Beat2Phone can be comfortably worn by the patient for as long as the symptoms appear – even during sleep and exercise. The system is maximally automated to save the health professionals' valuable time and effort.

**Business Model**

SaaS

**Go-To Market Strategy, Internationalization & Expansion Plans**

Our strategy is based on two target streams (primary target groups) 1. Medical Service Providers Both private or public organizations which provide primary care services to patients Organizations which have a need to discharge patients earlier for cost or capacity reasons. - European hospitals HUS, TYKS, Meiläinen, Karolinska, NHS, Helios - US cardiac service providers Preventice, Remote Cardiac Services Inc. - US hospitals UPMC, CC, Mayo. 2. Medical Equipment Distribution Partners Organizations Which have a good geographical coverage in the markets. e.g. Beurer, Mediq, Becton Dickinson, Medtronic, Boston Scientific or Which are as "the Royal Suppliers" and preferred business partners to client organizations such as Medkit Services Ltd.

**Achievements & Milestones**

2015 Company founded (November) 2018 Pilot sales of sensor + app to consumers through own web-shop, 500 units sold 2019 Development of complete diagnostic service, validation and medical piloting at hospital + Medical CE (IIA) 2020 Medical B2B sales start.

**Market Description**

Primary B2B target groups: GPs and primary care providers: Diagnosing and screening of walk-in patients' heart symptoms. Hospitals: Follow-up of patients after heart procedures and stroke. Elderly Providers: Screening of symptoms at home/care home. Insurance Companies: Premium private health insurance offering, screening of health condition. Pharma Companies: health monitoring during testing.



# Participants

## Oy International Electric Company (IECO)



### Kimmo Alho, President

MSc (Tech), Technical Univ of Helsinki (Aalto), Dept of Technical Physics Business leader and entrepreneur with 20 years experience as President of SME growth companies, mostly in international business. Sales & marketing & business development background. President of International Electric (IECO), Helsinki, Finland, since 2008. IECO has become globally a market leader in its niche segments in health care and industrial applications. Several OEMs like Philips, ABB, or respected institutes such as Harvard, Stanford or Max Plank (Germany) are among our users or customers.

### Contacts:

www.ieco.fi  
Helsinki  
Finland

### Oy International Electric Company (IECO)

**Supplier of high power amplifiers and magnet power supplies and specialized industrial products to the global market**

## LS CancerDiag



### Philippe Arnez, Chief Business Officer

Responsible for overall business development goals, including but not limited commercial partnerships, international expansion, marketing & communications, strategic planning. Philippe brings a wealth of experience from corporate roles in major blue-chip companies on an international level in Europe and the Americas, with responsibilities for strategy development, change management, procurement and logistics. He has recently joined LS CancerDiag and supports the management team and the board to achieve the ambitious plans to bring DiagMMR® to the global diagnostics market. He holds a BSc in Chemistry and an MSc in Management, Technology, and Economics from the ETH Zurich (Switzerland).

**Geographics:** South America, Europe, Finland

**Products:** diagnostics, medical device, molecular diagnostics

### LS CancerDiag



**Saving lives by predicting cancer and enable personalized care through a reliable early diagnosis of Lynch Syndrome.**

LS CancerDiag is dedicated to reducing cancer morbidity and mortality rates globally. The company has developed a groundbreaking diagnostic method, DiagMMR®, that detects the world's most common inherited cancer predisposition, Lynch syndrome (prev. HNPCC) prior to cancer. LS CancerDiag was spun-off from the University of Helsinki in 2013 and has since optimized and validated its unique method and received patents across the globe, including Europe, USA, China, and Japan. Despite the high prevalence globally (1/279), Lynch syndrome is vastly under-diagnosed (5%) even though early detection of affected individuals would allow for preventive measures and improve prognosis. Our innovative test dramatically simplifies diagnostics of Lynch syndrome by delivering predictive and accurate results with a reliable, efficient and quantitative method. Our mission is to save those lives and enable personalized care.

**Geographics:** Northern America, Europe

**Products:** diagnostics, in vitro diagnostics

### Contacts:

www.lscancerdiag.com/  
Helsinki  
Finland

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## European Commission

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**Violeta Atanassova, Team Leader and Project Adviser**

I am a Team Leader and Project Adviser for the evaluation and implementation of the European Innovation Council (EIC) Accelerator programme of the European Commission. The EIC Accelerator supports --with grants of up to 2.5 million euro and equity of up to 15 million euro-- high-risk, high-potential SMEs and start-ups to develop and bring to market new products, services and business models that could drive economic growth. The EIC Accelerator is for innovators with ground-breaking concepts that could shape new markets or disrupt existing ones in Europe and worldwide. I hold a Master of Arts degree from the University of Helsinki. In addition to my mother tongue, which is Bulgarian, I am fluent in English and French, and I can get by in Finnish and Russian, too.

**Contacts:**

ec.europa.eu/easme/  
Brussels  
Belgium

**European Commission**

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## Bocap

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**Julianna Borsos, Chair & Founding Partner**

Bocap is an independent private equity company based in Finland, featuring superior access to established world class, high growth SMEs. By partnering with entrepreneurs and founders, we champion the successful growth of SMEs and create value by providing our portfolio companies equity financing and strong strategic and M&A support. Through our own entrepreneurial and investment experience, our top ambition is to produce significant return on investments. For investors, Bocap offers access to an attractive sweetspot of outperforming Finnish companies in prominent industries.

**Geographics:** Europe, Finland, Helsinki

**Products:** Private Equity

**Bocap**

**Investments by invitation**

Bocap is a Finnish privately-owned private equity company focusing particularly on SMEs. The Group consists of two funds offering both equity and debt -based financing. Our portfolio includes 34 Finnish-owned companies having a combined turnover of nearly 150Meur and employing almost 1,300 people. We anticipate to invite many more companies, as we are empowered by our invaluable institutional investors. Value creation in the portfolio companies is based on strong strategic and business development support, in addition to financial investments and pro-active M&A contributions. By partnering with entrepreneurs and founders, we champion the successful growth of SMEs and create value by providing our portfolio companies both equity and debt -based financing as well as strong strategic and M&A support. For investors, Bocap offers access to an attractive sweetspot of outperforming Finnish companies in prominent industries.



**Contacts:**

www.bocap.fi/  
Helsinki, Helsingfors  
Finland

## Irdeto BV



### Lucas Catranis

Lucas Catranis is an accomplished business leader with a history of successfully delivering transformational CyberSecurity technology solutions to Fortune 500 companies across multiple different industries. Lucas currently is the Director of Business Development & Innovation Strategy at Irdeto BV in The Netherlands. Lucas joined Irdeto in 2013 and has held multiple roles in both Product Management and Product Marketing functions. Prior to joining Irdeto Lucas co-founded a successful technology startup and worked at Apple, Inc.

### Irdeto BV



#### **Irdeto is a world leader in Digital Platform Security**

Irdeto is a global leader in cybersecurity, our device security expertise and product portfolio are critical resources in helping early stage Medtech and Digital Health companies proactively prepare for cyber security regulations in both EMEA and NA. With over 5 Billion devices and applications protected by our solutions and 50 years of experience in protecting critical systems in hostile environments we are uniquely positioned to help early stage health-tech companies accelerate their businesses.

#### **Contacts:**

[www.irdeto.com/connected-health](http://www.irdeto.com/connected-health)  
Hoofddorp  
Netherlands

**Geographics:** Northern America, Africa, South America

## Business Finland



### Tarja Enala, Senior Advisor

I work as Senior Advisor at Ecosystems service area, Health and Wellbeing team in Business Finland in Helsinki, Finland. I am responsible for sparring of health ecosystems and customers as well as to the management of customer relations of large companies, research organisations and public entities in health and wellbeing area. I work also with health and wellbeing strategy and development and participate program activities. Half of my working hours I am working with Invest in Finland (IIF) tasks where the customers are mostly big international companies. Earlier I have worked at PerkinElmer, Wallac Oy about seven years as Global Business Manager in Neonatal Business Team and also as Project Manager in Supply Chain Management team. Before PerkinElmer, Wallac Oy I worked at the University of Helsinki owned technology transfer company called Helsinki Innovation Services Oy Ltd as Project Manager and in Licentia Oy Ltd as Life Science and Marketing Director.



### Business Finland

#### **Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland,

**Products:** Life Sciences, Medtech, Digital health

#### **Contacts:**

[www.businessfinland.fi/en/for-finnish-customers/home/](http://www.businessfinland.fi/en/for-finnish-customers/home/)  
Helsinki  
Finland

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## Engqvist Consulting

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### Helena Engqvist

I am an internationally experienced professional with core competencies in hygiene and health care products, nonwovens, R&D, consumer insights and business analysis, and I am also specialized in global project management, strategy and planning. My career spans 40 years and project management in 40 countries. In addition, I am regularly writing about innovation, trends, circular economy, conferences and exhibitions for global trade journals and web networks and I am also a frequent workshop leader, speaker and moderator at trade conferences, webinars and exhibitions. I have published several multi-client and single-client reports and articles about medical devices, personal care products and new materials. During my various positions I have had the privilege of working with executives, R&D and brand experts in life science and consumer products. In this context I have gained substantial experience and I have been involved with key industry players, authorities and trade associations.

**Contacts:**

[www.engqvistconsulting.com](http://www.engqvistconsulting.com)  
Jonköping  
Sweden

**Geographics:** Northern America, Europe, Jönköping County**Products:** healthcare, fiber development, nonwoven**Engqvist Consulting**

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## Business Finland

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### Harriet Gullstén, Senior Adviser

I work as senior adviser in health and wellbeing with innovations and funding at Business Finland. My background is in biochemistry and genetics. After my PhD 2001 and academic career I've been working several years in business at international companies. Interest: personalized health, omics, health&wellbeing, ecosystems, Ai, big data, ICT.

### Business Finland

**Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland**Products:** Life Sciences, Medtech, Digital health**Contacts:**

[www.businessfinland.fi](http://www.businessfinland.fi)  
Helsinki  
Finland



## Kasve Ltd



### Elias Haapakorva

I am the executive chairman of Kasve Ltd, which is a trusted Finnish expert service company specialised esp. in the Medical Device Softwares R&D, QA/RA and BD processes. Currently, we are developing a comprehensive online toolkit for Medical Device regulatory management - qaira.io. Our aim is to speed up the market access by making the regulatory mess accessible, affordable and understandable for every one. I have strong background in challenging life science Business Development, R&D and QA/RA projects, esp. in pharma and medical device sectors. I always go business first - I understand the relations and fine balance between the development requirements, quality criteria and business potential, and make sure that each development project is dimensioned according to the size and phase of the organization so that the outcome is business supporting, not paralyzing. I'm also an experienced board professional and act as a mentor for health technology start-ups.

**Geographics:** United States of America, Europe

**Products:** SaaS, DeepTech, regulatory compliance



### Kasve Ltd

**Kasve Ltd. is a modern and agile company offering multi-dimensional healthcare business development services. Our strengths are at the Medical Device softwares R&D, QA/RA and BD processes.**

Kasve Ltd. is a modern, agile and broad-minded company commercializing regulatory compliance management SaaS Qaira.io product offering. QAIRA helps medical device manufacturers to easily manage and track their own products' regulations and standards and keep them updated.

**Geographics:** Europe

**Products:** SaaS, regulatory compliance, Artificial Intelligence

**Contacts:**  
[www.qaira.io](http://www.qaira.io)  
Kuopio  
Finland

## Business Finland



### Tuomas Harju, Senior Adviser, Startups

Tuomas Harju is a Senior Adviser, Startups in Business Finland. Previously, he was the Director of Business Development of SuperECG. He has several years of experience in the practical applications of telemedicine consultation systems. Tuomas has worked as the International Sales manager for RemoteA Ltd and as a sales manager for Remote Analysis Ltd, the Finnish telemedicine service distributor of RemoteA.

**Geographics:** Europe, Finland

**Products:** ICT, Life Sciences, Medical Products & Services

### Business Finland

**Business Finland is an accelerator of global growth**

At Business Finland, we create new growth by supporting companies to go global, as well as funding innovations. Our top experts speed up the identification of business opportunities around the world and help transform them into global success stories.

**Geographics:** Finland

**Products:** Life Sciences, Medtech, Digital health

**BUSINESS  
FINLAND**

**Contacts:**  
[www.businessfinland.fi/  
en/for-finnish-customers/  
home/](http://www.businessfinland.fi/en/for-finnish-customers/home/)  
Helsinki  
Finland



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## Sanner Ventures

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**Philipp Harnischfeger**

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**Sanner Ventures**

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**Single Family Office**

**Contacts:**

www.sanner-ventures.com  
Bensheim  
Germany

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## Klinik Healthcare Solutions

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**Petteri Hirvonen, Chief Medical Officer, Co-Founder**

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MD Petteri Hirvonen is co-founder and Chief Medical Officer of Klinik Healthcare Solutions Oy (since 2014), leading the technical and medical product development division within the company. He has extensive experience in Nordic healthcare from both medical and business management perspectives, having served in many roles at the cross-section of public and private sector healthcare service delivery and digital solutions for over 15 years. Before joining Klinik he served as a SVP for Attendo Finland Oy. He's also a doctoral researcher at the University of Helsinki in the field of digital solutions and their impact on healthcare service use, delivery and finances. His medical doctor degree is from University of Eastern Finland.

**Klinik Healthcare Solutions**

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**KLINIK  
HEALTHCARE  
SOLUTIONS**

**We create AI-powered solutions for healthcare providers to enable better healthcare for all.**

We are a team of 30 professionals and we have offices in Finland, the UK & Mexico. Our core team consists of doctors, designers and engineers who share a common vision of making appropriate healthcare accessible to all. Drawing vast knowledge through operations with leading healthcare organisations and nations, we possess industry leading expertise on how patient pathways should be arranged in order to deliver high quality care and cost-effective processes.

**Contacts:**

klinikhealthcaresolutions.com/  
Helsinki  
Finland

**Geographics:** Latin America and the Caribbean, Europe

**Products:** healthcare IT, Software, web application

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## Project R

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### Janne Huhtala

Combining AI/Digital Health solutions to my neuro-device experience to solve clinical unmet needs in paediatric and adult brain's functional diseases. I've been in the medical device industry over ten years, particularly in neuromodulation and functional brain imaging.

**Geographics:** United States of America, Canada, Europe

**Products:** Medical Imaging, Medical Devices, non-invasive neuromodulation

### Project R

#### Digital Health solutions to diagnose functional brain diseases

We are providing new neurological disease diagnostic platform as a service for physicians based on patients own functional brain data.

**Geographics:** United States of America, Canada, Europe

**Products:** AI tools, Cloud Platform, digital diagnostics

#### Contacts:

[www.linkedin.com/in/janne-huhtala-b9984](https://www.linkedin.com/in/janne-huhtala-b9984)  
Helsinki  
Finland

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## Terkko Health Hub

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### Rashad Ismayilzada, Head of Partnerships at Terkko Health Hub

I'm in charge of partnerships and events at Terkko Health Hub. Terkko is a co-working space, startup hub and an event venue focusing on health, life sciences and medtech. We have our own Accelerator, Incubator, Health Talks series, corporate partners, rentable spaces and various services for relevant parties. We are strongly connected to HUS Hospital, Faculty of Medicine and HiLIFE at the University of Helsinki. We bring together startups, researchers, clinicians, students, investors, corporates, NGOs and others. I personally have bio-IT background, having studied and worked in the fields of Bioinformatics, Synthetic Biology and Computer Science.

**Geographics:** Europe, Finland

**Products:** events, healthcare, sales

### Terkko Health Hub

**Terkko Health Hub is an unique hub that consolidates startups, universities, libraries, accelerators and individuals who all share a passion for health and life sciences.**

At the premises, we have the hub itself which caters a wide range of startups, Helsinki Think Company, Meilahti Campus Library and Well Terkko. Our values are set to reinforce equality, individual care and compassion to insure considerate and responsible development. At Terkko Health Hub, you have the possibility to develop in a collaborative environment working towards your goals. You can take advantage of our network of industry and research experts, investors, accelerators and entrepreneurs in order to advance your business to the next level. In addition, we have an open event space, that can be booked by request.

#### Contacts:

[www.terkko.fi](https://www.terkko.fi)  
Helsinki  
Finland

## Helsinki Business Hub



**Jukka Jokinen, Senior Venture Advisor**

Jukka joined Eqvitec Partners in February 2001 as an investment manager. His responsibilities will include marketing and deal generation. Prior to joining Eqvitec Partners, Jukka was a Business Development Manager with Nokia Ventures Organization (NVO) where he was involved in new business development, focusing on external venturing to complement NVO's corporate venturing and strategic business area selection. Prior to rejoining Nokia in 1999, Jukka was a Project Director at Sitra (the Finnish National Fund for Research and Development) where he became involved with the development of the venture capital industry in Finland. Amongst VC-related projects, his main responsibility was to set up and administer a business introduction service network between technology companies, high net worth individuals and VCs. Jukka holds an M.Sc. from the Helsinki School of Economics & Business Administration. In his leisure time Jukka has various sports activities, and is an enthusiastic wine collector.



**Products:** ICT, Software & IT Services

### Helsinki Business Hub

**Helsinki Business Hub makes Helsinki the best place in Europe to accelerate business.**

We enable foreign companies to establish their businesses and innovation-driven companies to grow and develop in Helsinki. We cooperate with the local community (companies, public sector, universities, research institutions) to ensure the best results for our clients and the region as well as the optimal use of resources. Together we make Helsinki a dynamic world-class center for business and innovation. Helsinki Business Hub receives its funding from public sources – from the cities of Helsinki, Espoo, Vantaa and Kauniainen as well as the Uusimaa Regional Council.

**Geographics:** Europe, Finland

#### Contacts:

[www.helsinkibusinesshub.fi](http://www.helsinkibusinesshub.fi)  
Helsinki  
Finland

## Kasve Ltd



**Mikko Juuti**

Mikko is CEO of Kasve Ltd. He has over 10 years active business development, sales and marketing experience in wide variety of industries and technologies. Mikko enjoys solving challenging problems together with the team and the client. He is thrilled to implement modern thinking and methods that lead into practical and value-creating results. Mikko has special interest in: -Deep tech solutions -Business ecosystems -Business development and sales -R&D -Funding On a spare time, Mikko enjoys hard labour at summer house, relaxing in blue labyrinth of Finnish lakelands and ofcourse he is also enthusiastic fly fisherman. Mikko holds an Ph.D. (applied physics) from University of Joensuu (currently University of Eastern Finland).

**Geographics:** United States of America, Europe, Asia

**Products:** SaaS, DeepTech, regulatory compliance

### Kasve Ltd

**Kasve Ltd. is a modern and agile company offering multi-dimensional healthcare business development services. Our strengths are at the Medical Device softwares R&D, QA/RA and BD processes.**

Kasve Ltd. is a modern, agile and broad-minded company commercializing regulatory compliance management SaaS Qaira.io product offering. QAIRA helps medical device manufacturers to easily manage and track their own products' regulations and standards and keep them updated.

**Geographics:** Europe

**Products:** SaaS, regulatory compliance, Artificial Intelligence

#### Contacts:

[www.qaira.io](http://www.qaira.io)  
Kuopio  
Finland

## Helsingin biopankki (HUS), University Hospital



**Pekka Kahri, Technology Officer, M.Sc**

Pekka Kahri is technology officer at HUS Helsinki University Hospital, which is the biggest public healthcare provider and academic medical center in Finland and one of the leading hospitals in digitalization in Europe. Formerly he has worked as Director of Information Services at THL - National Institute for Health and Welfare, with extensive experience in national health registries and data resources as well as Finland's national eHealth infrastructure and Kanta services.

**Geographics:** Finland

### Helsingin biopankki (HUS), University Hospital

**HUS - The Hospital District of Helsinki and Uusimaa - is a Joint Authority formed by 24 municipalities. The aim is to offer patients in all member municipalities a timely and equal access to specialized medical care.**

Helsinki Biobank is a hospital based biobank founded by the Hospital District of Helsinki and Uusimaa (HUS), the University of Helsinki, Kymenlaakso Social and Health Services (Careia) and the South Karelia Social and Health Care District (Eksote). Once fully operational, Helsinki Biobank covers 1,9 million inhabitants. The aim is to offer patients in all member municipalities a timely and equal access to specialized medical care. Helsinki University Central Hospital (HUCH), which operates in the Helsinki metropolitan area as part of HUS, is also responsible for treatment of all Finnish citizens with difficult and rare diseases, and those in need of treatment requiring the most sophisticated equipment, such as organ transplants and many cancer treatments.

**Geographics:** Finland



#### Contacts:

[www.hus.fi/](http://www.hus.fi/)  
Helsinki  
Finland

## Innokas Medical Oy



**Mikko Kangas, Account Director**

Innokas Medical is specialized in high-quality contract design, product development and manufacturing of wellness, medical and IVD devices.

### Innokas Medical Oy

**Innokas Medical is a Finnish company specialized in high-quality design and product development, regulatory approvals and cost-efficient contract manufacturing of wellness, medical and IVD devices.**

Innokas Medical is your co-creation partner in medical technology. Together with our customers, we transform their ideas into a high quality medical products. Innokas' strong experience on wide variety of different medical devices and their global market areas together with our ISO 9001, ISO 13485 and Canada ISO 13485 certificates as well as FDA registrations make us the preferred co-creation partner for medical OEMs all over the world. Our comprehensive service offering covers everything our customers would need for bringing a new medical product to the market. We offer our customers professional medical technology solutions by mastering the agile path from idea to high-quality design and product development, regulatory approvals and cost-efficient manufacturing of medical devices.



#### Contacts:

[www.innokasmedical.fi](http://www.innokasmedical.fi)  
Kempele  
Finland

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## TrueMed Oy

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### Tuomas Kannas

Over 20 years experience in digital development and sales. Current position as Co-founder and Account Director at TrueMed. With the help of AI we are building a safer world without counterfeits. TrueMed protects lives, societies and revenues.

### TrueMed Oy

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**Contacts:**

[www.truemed.io](http://www.truemed.io)  
Helsinki  
Finland

**Artificial Intelligence building a safer world without counterfeits. TrueMed protects lives, societies and revenues.**

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## Finnish Bioindustries

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### Carmela Kantor-Aaltonen, Director

### Finnish Bioindustries

**Finland's biotechnology industry association is a private, independent non-profit organisation.**

Finnish Bioindustries FIB is Finland's biotechnology industry association, established in 1997. It is a private, independent non-profit organisation. Member companies represent all life science areas, from health care and functional food to biomaterials. In addition industry organisations such as Chemical Industry Federation, Pharma Industry Finland, Finnish Food and Drink Industries' Federation, Finnish Forest Industries Federation and Finnish Crop Protection Association are members of FIB. While the industry is rapidly developing, it is vital for biotechnology companies, trade organisations, authorities, researchers, research units, universities, technology organisations and financiers to attain close cooperation with each other.

**Geographics:** Finland

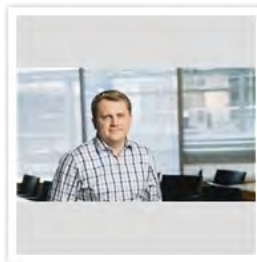
**Products:** Life Sciences, White Biotechnology

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**Contacts:**

[www.finbio.net](http://www.finbio.net)  
Helsinki  
Finland

## Tesi (Finnish Industry Investment)



**Joni Karsikas, Investment Manager**

Joni is an Investment Manager at Tesi's Venture Capital team, where he is responsible for screening and assessing technology companies, investment execution and value creation in portfolio companies, as well as building relationships with Finnish and international investors. Prior to joining Tesi in 2017, he was a consultant in KPMG's Global Strategy Group, where he managed growth strategy and M&A engagements with clients in PE and growth companies.

### Tesi (Finnish Industry Investment)



#### **We invest in growth and develop the venture capital and private equity market in Finland**

We accelerate companies' growth stories by investing in them, directly or via funds. Operating as an active minority owner, we provide access to business expertise and international networks. We invest together with private investors on the same terms as them and with the same expectations for returns. As a state-owned investment company, our mission is not only to be commercially profitable but also to develop Finland's venture capital and private equity market as well as to promote Finnish business and Finland's economic growth.

#### **Contacts:**

[www.teollisuussijoitus.fi/](http://www.teollisuussijoitus.fi/)  
Helsinki  
Finland

**Geographics:** Finland

## BusinessOulu



**Minna Komu, Network director**

Driven customer-centric business development • Strong experience in internationalizing business • Self-motivated and goal-driven team players • Highly proactive initiative taker; always looking for new and innovative ideas to bring to project • Vast experience on project management in a multinational environment • Great time management and organizational skills • Experienced negotiator with excellent communication and presentation skills • Strong scientific background; a long experience working in highly esteemed research groups in Finland and USA • Creative mind-set • Caring and highly empathic volunteer worker

**Products:** Pharmaceutical services, Medical Devices, digital health solutions

### BusinessOulu

**BusinessOulu is responsible for implementing the city's industry policies and providing companies with development services according to the principles outlined by the City Council and City Board.**

OuluHealth is an advanced public-private ecosystem of health sector stakeholders from Northern Finland. Together with our stakeholders, we work to transform healthcare and create innovative solutions. By combining resources, talent and experience, OuluHealth enhances the opportunities for companies to accelerate innovation and reach new markets. The region of Oulu boasts a thriving life science sector with about 240 hi-tech companies from bio, e-health, and medtech fields. The companies address global needs and aim for international markets.

**Geographics:** Europe, Northern Europe, Finland



#### **Contacts:**

[www.businessoulu.com/](http://www.businessoulu.com/)  
Oulu  
Finland



## Genomill Health



### Kalle Koskinen

Mr. Koskinen is the CEO of Genomill Health and is responsible for general management, business development and finance and administration. He has several years international experience in commercial functions within Pharmaceutical companies and Medical device industries in global, regional and local roles, in Sweden, Denmark, Switzerland and Brazil. Mr. Koskinen holds double Master's degrees, in Business Administration (M.Sc Econ. from Åbo Akademi Business School and Political Science (M.Sc from University of Turku).

**Products:** IPR, liquid biopsies, Next generation sequencing

### Genomill Health

#### Disrupting cancer diagnostics and beyond

Genomill Health is a technology development company with a vision to disrupt the use of the top-tier oncology diagnostic tools, liquid biopsies. Our Geno1™ technology is a unique combination of molecular biology, next-generation DNA sequencing, artificial intelligence and robotics. It truly provides means for unprecedented scaling of liquid biopsies and beyond by tackling the three main drivers: cost, accuracy and turn-around-time. Geno1 is also highly scalable in terms of the amount of targets and application areas (NGS). We are currently conducting beta-testing with a biotech player in Switzerland, and are looking for more partners for technological cooperation.

**Geographics:** Northern America, Europe, Asia

**Products:** Next generation sequencing, oncology, Artificial Intelligence



#### Contacts:

www.genomill.com  
Turku  
Finland

## Helsinki Times



### Alexis Kouros, Editor in Chief

Experienced Chief Executive Officer with a demonstrated history of working in the medical and media industries. Skilled in, E-Health, Media Relations, Journalism, Corporate Communications, Digital publishing, Television and Radio. Strong entrepreneurship professional with a MD in medicine and master's studies focused in Public Health and Epidemiology from University of Eastern Finland.

**Geographics:** Europe, Finland

**Products:** Media

### Helsinki Times

#### Helsinki Times - News from Finland

The Helsinki Times is the first and only English language newspaper in Finland, published every Thursday since 2007. The print version of the Helsinki Times was discontinued and the publication has focused on the online format starting February 2015. Helsinki Times is the leading online English language newspaper, updated several times every day. Helsinki Times is published in partnership with Uusisuomi, the leading online only Finnish language news portal of Finland. Helsinki Times is a tabloid format newspaper, with an average circulation of 15,000 copies. According to a reader survey (autumn 2007) the readership of Helsinki Times includes foreigners working in Finland, professionals and diplomats stationed in Finland as well as their families. In addition the readership includes people visiting the country on business or vacation, as well as everyone around the world with a special interest in Finland and the news related to it.

**Geographics:** Europe, Finland

**Products:** Media



#### Contacts:

www.helsinkitimes.fi/  
Helsinki  
Finland





## EpiHeart



**Kai Kronström, CEO**

I have been curious on new high tech company formation since my industrial engineering and management studies late last century. This curiosity has led me to be the founding CEO or a Co-founder with a board position at: - Elsi Technologies; Sensory floors systems for elderly care. Today a part of Mari-group. <https://maricare.com/en/> - Soil Scout; Wireless soil monitoring systems. Today at growth phase. <https://soilscout.com/> - Moodmetric; Smart rings for stress management. Today going forward. <https://www.moodmetric.com/> - Injeq; Smart Needles for lumbar puncture. Today trying to pull through the regulatory burden with its class III Medical Devices. <https://injeq.com/> After leaving day to day responsibilities in those companies I spent 1½ years to explore clinical needs and research done within academia. That led to the foundation of EpiHeart in December 2020.



### EpiHeart

#### Medical Device company enabling Cardiac Micrograft Therapy(tm)

EpiHeart is a Medical Device company enabling Cardiac Micrograft Therapy™. The Company develops and commercialize needed equipment and procedure packs. Products include both own and 3rd party products. EU ATMP requirements, including GMP requirements for the cell processing are not applicable for the therapy. This enables unique cost efficiency. Ischemic cardiac scars and heart failure cause morbidities and mortality. There is a clear need for better treatment. EpiHeart Cardiac Micrograft Therapy™ medicates these ischemic scars and prevent heart failure. The therapy adjuvant and provides additional value for Coronary Artery By-pass Grafting surgery. During surgery, a small piece of cardiac tissue (atrial appendage) is processed into micrografts and transplanted on top of the myocardial scar. The transplant secretes soluble therapeutic effector molecules that reduce scar volume and promote heart tissue viability. The pre-clinical and first-in-man study results support the approach.

#### Contacts:

[www.epiheart.com](http://www.epiheart.com)  
Helsinki  
Finland

## Nordic Fit Mama



**Riina Laaksonen**

When I had two children very close together, something changed. After pregnancies my body felt weird. I am an athlete; surfer and snowboarder, so I'm used to rely on my body. But suddenly I was not able to do squats. Later I realised I suffered from diastasis recti (=separated abdominal muscles), which is very common state after pregnancy. I started studying and became a personal trainer specialized in pre and post natal fitness. Today I'm passionate about helping women after pregnancies to recover safely. I have more than 10 years of experience in both, IT-industry and health & wellbeing industry. My passion, my specialties are the following: leading, coaching, customer relations, digital service development, digital marketing and new business opportunities. I have worked and led multicultural teams in international environments, as well as lived abroad. New people and new possibilities motivate me. I'm always looking for opportunities to learn, grow or start something new.

**Products:** digital health programme

### Nordic Fit Mama

#### An award winning, 6-week online training program, that helps women to recover post-baby body in a safe way with a support of trained professionals

An award winning, 6-week online training program, that helps women to recover post-baby body in a safe way with a support of trained professionals. The program is designed in Finland, a nordic country known for the world's best maternity healthcare and education system. All exercises are medically approved and recommended by gynecologists, midwives and physiotherapists.

**Geographics:** Northern America, Europe

**Products:** digital health programme, digital health app

#### Contacts:

[www.nordicfitmama.com](http://www.nordicfitmama.com)  
Helsinki  
Finland



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## Beata Domus- Private Equity Company

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**Contacts:**

www.beatadomus.com  
Helsinki  
Finland

**Birgitta Langenskiöld**

Boardmember Beata Domus, investments include: Spinnova our largest investment represents a disruptive, sustainable innovation that turns cellulose and waste streams into textile fibre simply, without any harmful chemicals, Brella the award-winning networking software organizers trust and attendees love used at Nordic Business Forum 2019, Playven the app to find and book tennis courts easily-sold 2019 to Syltek in Spain. Since December 2019 I am also committed to the position of Chairwoman at the advisory board of Courage Ventures Fund which I greatly look forward to see the result of in 2020 onwards. Courage Ventures fund Advancing Human Well-Being by Investing in Early Stage Digital Technology Companies. Start ups in their portfolio Huoleti-near -sourcing care and support. Huoleti empowers patients to cope throughout the treatment of severe illnesses. Meruhealth-The New Standard of Mental Healthcare! (US/Fin, Revenue), Cutosense - Innovation in wound assessment and treatment systems.

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**Beata Domus- Private Equity Company**

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Beata Domus mainly investing in early stage high tech start ups. The key elements in potential startups are innovation, the team and ofcourse the vision. Areas of interests are cloud based solutions targeting the sectors: health, education and environment B2B (enterprise softwares) and B2C. Beata Domus investments: Spinnova, Brella, Playven, Courage Ventures Fund ( Huoleti, Cutosense, MeruHelth, Wellness foundry (MealLogger), Something Corp/ InariCosmethics and more)

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## NewCo Helsinki

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**Christian Lardot, Senior Business Advisor**

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**NewCo Helsinki**

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**Contacts:**

newcohelsinki.fi/en/  
Helsinki  
Finland

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## Novartis Finland Oy

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### Tatu Laurila, Head Market Access

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Mr. Tatu Laurila, Head Market Access Finland at Novartis, has diverse work history including 7+ years in Big Pharma country leadership, 5 years as CEO of Greater Helsinki investment promotion agency (Helsinki Business Hub and PPP management roles including Helsinki Region Innovation Strategy and new science based venture development. Tatu has Master's Degree from the University of Helsinki, Faculty of Social Sciences and diploma from the Aalto University, School of Business.

**Geographics:** Europe, Finland

**Products:** health economics

### Novartis Finland Oy

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**Our diverse and dynamic teams work collaboratively to bring innovative products and ideas to life.**

Novartis is reimagining medicine to improve and extend people's lives. As a leading global medicines company, we use innovative science and digital technologies to create transformative treatments in areas of great medical need. In our quest to find new medicines, we consistently rank among the world's top companies investing in research and development. Novartis products reach nearly 1 billion people globally and we are finding innovative ways to expand access to our latest treatments. About 125 000 people of more than 140 nationalities work at Novartis around the world.



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#### Contacts:

[www.novartis.fi](http://www.novartis.fi)  
Espoo  
Finland

**Geographics:** Finland

**Products:** Life Sciences, White Biotechnology, Red Biotechnology

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## AREA Science Park

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### Francesca Marchi, Project Manager

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Project Manager technology transfer and EU cooperation, Enterprise Europe Network

### AREA Science Park

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A national benchmark for technology transfer and a prestigious, multi-sectoral Science and Technology Park where research, development and innovation bear excellent results: this is AREA Science Park. A place where top training, research and enterprise meet and become a key resource for the growth of the economy and employment opportunities in the territory. Top quality services, extensive relations with academic and research institutes, highly qualified human resources, coupled with a marvellous location – in the farthest eastern corner of Friuli Venezia Giulia – make AREA Science Park an exclusive environment which provides flexible solutions for tenancies, structures, instruments and support services for the development of activities based on knowledge and technology.

**Geographics:** Italy

**Products:** Energy; Clean Technology; Environment



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#### Contacts:

[www.areasciencepark.it/](http://www.areasciencepark.it/)  
Trieste  
Italy

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## Oy Medfiles Ltd

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### Tuuli Marvola, Manager, Business development

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Medfiles is a leading Nordic & Baltic CRO offering a one-stop-shop service across Europe. With extensive expertise in human and veterinary medicinal products, medical devices as well as food and food supplements, we can help you achieve your goals faster and more efficiently, whether you need help, consultation or training in regulatory issues, safety, analytics or clinical trials.

**Geographics:** Europe

**Products:** Pharmaceutical services, clinical research, regulatory affairs

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### Oy Medfiles Ltd

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**Medfiles is the biggest CRO in Finland by the range of services.**

At first we operated only in the Nordic and Baltic countries, now we have an extensive network of carefully chosen CRO partners in numerous Western, Central and Eastern European countries, Asian countries and the United States to accommodate your individual needs and requirements.



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### Contacts:

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

Kuopio

Finland

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## 4BIO Capital Partners

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### Kieran Mudryy, Associate Partner

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Kieran Mudryy is Partner at 4BIO Capital Partners. Previously he was Partner and Head of Legal at Enso Ventures and managed Enso's advanced material investments. He is a qualified solicitor, originally practicing with McGrigors (now part of Pinsent Mason). Kieran studied at the University of Surrey (LLB (Hons) Law and LPC from the College of Law in Guildford and is a member of both of Solicitors Regulation Authority and Law Society of England and Wales. Kieran also mentors new entrepreneurs at Virgin StartUp, and is an Expert at TrechW (Taiwan Hardware Accelerator).

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### 4BIO Capital Partners

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**We focus on long-term quality and performance of portfolios from day one**

We are a London-based firm focused on private equity and venture capital in life sciences. We work in high growth and high return segments of biotech - biologics, gene and cell therapy and bioinformatics.



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### Contacts:

[www.4biocapital.com](http://www.4biocapital.com)

London

United Kingdom

## IPDx



### Christof Neuman

I bring the hustle and energy needed to bring breakthrough technology to the market. I previously founded 2 startups one in the tech space the other measuring and analyzing molecules found in sweat, although neither were a huge success the experiences has helped me grow into the person I am today

**Geographics:** Europe

**Products:** Wearables

### IPDx

#### Unlocking the immune system

IPDx developed the tool that will unlock the immune system, similar to how next generation sequencing unlocked genomics. It's a high throughput method to identify immune signatures and map the billions of antibodies to their antigens. Our initial target markets are both autoimmune and oncology.

**Geographics:** United States of America, Europe



#### Contacts:

ipdx.eu/  
Tallinn  
Estonia

## Koite Health Oy



### Sakari Nikinmaa

I am enthusiastic for new solutions and technologies in health care space. I am always open for discussion with engineers and scientist working on new technologies, medical doctors wanting to improve the healthcare and entrepreneurs changing the world. As co-owner and CEO of Koite Health Oy I am proud of the work we do in improving peoples lives and bringing something new to market! I am excited about our Lumoral® product as it is truly disruptive product which will change the way we treat oral diseases. Other interest markets of Koite Health are in wound care and during surgery disinfection, and in animal care. Sincerely, Sakari Nikinmaa

**Geographics:** United States of America, Western Europe, Northern Europe

**Products:** Healthtech

### Koite Health Oy

**Koite Health is an award-winning team of doctors and engineers, based in Helsinki, Finland. Our mission is to develop treatments that have a long-lasting positive impact on the well-being. First product of Koite is novel oral hygiene method Lumoral®**

KOITE® Dual-Light technology is widely adoptable in healthcare! The 1st target segment is dental care followed by animal care, wound care and during surgery disinfection. KOITE® is answering unmet health needs through multi-disciplined expertise, using natural and sustainable methods bringing value to everyone

**Geographics:** United States of America, Europe, Asia

**Products:** personalized health



#### Contacts:

www.koitehealth.com  
Espoo  
Finland



## Tiimo



### Thomas Nymark Horsted

**Geographics:** Europe

**Products:** wearabletech, App

#### Tiimo

**Tiimo is the award-winning app for people with ADHD and autism. We are on a mission to improve quality of life and treatment for people with ADHD and autism worldwide.**

With its pleasing visuals, ability to help with specific cognitive difficulties and improvement of daily routines, Tiimo is on a mission to improve quality of life for people with ADHD and autism worldwide. Tiimo is designed in continuous consultation with ADHD families and experts around scientifically recognized methods to support independence, focus and participation in everyday life. Our product vision is to further develop Tiimo into the world's first AI medical application for people with ADHD and autism by using machine learning to collect and analyze real-time feedback on the end-users daily mood, habits and symptoms. This will enable the continuous improvement of detection, personalized treatment and follow-up in ADHD and autism. We already have users from 55 countries worldwide and we are backed by the founders of Kahoot!, the learning platform and app with 1.5 billion users worldwide and a \$1B market cap.



#### Contacts:

[www.tiimoapp.com](http://www.tiimoapp.com)  
Copenhagen  
Denmark

**Products:** App, wearable technologies

## Maki.vc



### Pirkka Palomäki, Founding Partner

Kind grin and occasional guffaw are a sure sign of Pirkka approaching. His thoughtful guidance is an Asset with capital A. Talking about letters, his C-level positions at F-Secure and Enevo, as well as advisor background at several startups ensure he's not boggled by anything. Skipping success at work, and boats on spare time is his lifestyle.

**Geographics:** Europe, Finland

**Products:** Digital health

#### Maki.vc

**Maki.vc is a Helsinki-based, top tier venture capital firm.**

Founded and managed by Nordic veterans of the ICT sector, startup scene and venture capital industry, the core team has deep networks around the world with high potential for proprietary deal flow and access to competitive cases. The team is on the lookout for founding teams with world-shaking ideas across all industries and continents. With a fund size of ~80M€, Maki.vc makes initial investments in seed and Series A.

**Geographics:** Europe

**Products:** Healthcare, ICT



#### Contacts:

[www.maki.vc/](http://www.maki.vc/)  
Helsinki  
Finland



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## Bedrock

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Jarkko Penttilä

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**Bedrock**

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Sparring Partner for start-ups and growth companies

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## Bedrock

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**Contacts:**

www.bedrock.fi  
Helsinki  
Finland

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## Athensmed Oy

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**Kustaa Piha, CEO and Investor in Healthcare and Medtech**

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Serial entrepreneur in healthcare services. Private investor in digital health and medtech. Investments in e.g. Klinik Healthcare Solutions, Kaiku Health, VideoVisit, and Sooma. Looking for new investments.

**Geographics:** Europe

**Athensmed Oy**

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**Investment company**

Athensmed Oy is located in the municipality of Helsinki, in the district Etu-T. It was founded on 3.2.2014. It is a joint-stock company whose business is financing and investing.

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## ATHENSMED

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**Contacts:**

www.athensmed.fi  
Helsinki  
Finland

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## Turku Science Park Ltd.

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### **Tero Piispanen, Director, Internationalisation Services and BioTurku®**

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Currently managing HealthTurku cluster, the largest biotech cluster in Finland with 90+ biotechs. HealthTurku aims to help its biotech companies and universities to grow, internationalize and get financing. In addition we offer a soft landing zone foreign companies to locate or find business partners in Turku region.

**Products:** Life Sciences, White Biotechnology, Red Biotechnology

### **Turku Science Park Ltd.**

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#### **Turku Science Park Ltd boosts innovative growth**

Turku Science Park Ltd's internationalisation services focus on building partnerships between Finnish and foreign players, finding financing sources and international business contacts that support internationalisation. Our services cover the entire life-cycle of entrepreneurial activities, ranging from testing a business idea and establishing a company to internationalization and expanding of international business operations.

**Geographics:** Europe, Finland



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#### **Contacts:**

[www.turkusciencepark.com](http://www.turkusciencepark.com)

Turku  
Finland

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## Pfizer

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### **Turo Pikkarainen, Commercial Lead, Pfizer Innovative Health, Finland**

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Turo has 14 years' experience in various commercial roles in Pfizer. In his current role, he is accountable for the development and implementation of the multichannel sales model for the IM Finland. Turo is ambitious of bringing new skills, capabilities and technologies to offer more effective, efficient and attractive interactions for the customers with greater impact on patient's health.

**Geographics:** Europe, Finland

**Products:** Digital health, pharmaceuticals, Lifesciences

### **Pfizer**

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Pfizer is a leading research-based biopharmaceutical company. We apply science and our global resources to deliver innovative therapies that extend and significantly improve lives. We make medicines and vaccines that help people when they are sick and prevent them from getting sick in the first place, as well as some of the world's best-known consumer healthcare brands. Every day, our colleagues work in developed and emerging markets to treat, cure and eradicate life-threatening conditions and challenge some of the most feared diseases of our time. Pfizer also collaborates with healthcare providers, governments and local communities to support and expand access to reliable, affordable healthcare around the world. For more than 150 years, Pfizer has worked to make a difference for all who rely on us.



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#### **Contacts:**

[www.pfizer.fi/](http://www.pfizer.fi/)  
Helsinki  
Finland

**Geographics:** Europe, Finland

**Products:** LifeScience, pharmaceuticals



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## Lean Entries Ltd

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### Heikki Pitkanen, CEO & Founder

Heikki is the CEO and founder of Lean Entries Ltd., a startup providing intuitive digital regulatory services (Entries), training and consulting for the medtech sector from academies and startups to multinational enterprises. Heikki has two decades of experience from medical device development, certification, accredited testing and standardization, most lately as the Notified Body site manager at SGS. He is a member of the CEN-CENELEC Advisory Board for Healthcare Standards, provides training and talks on regulatory due diligence and regulations as a business advantage internationally (Europe, USA, Singapore).

**Geographics:** Northern America, Europe, South-Eastern Asia

**Products:** Advisory and Consulting Services, Training, Software as a Service

### Lean Entries Ltd



#### Regulatory Runways

The Entries digital platform enables re-organising the hundreds of pages of regulations and other complex information into intuitive runways. Accomplishing our mission in medtech means, that the developers will be far better equipped to face the regulatory challenges and have an increased chance to evolve into viable medical device manufacturers. As a result we will see a growing number of life altering medical innovations break through to the market.

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#### Contacts:

[www.leanentries.com](http://www.leanentries.com)  
Tampere  
Finland

**Geographics:** Europe

**Products:** RegTech, Software as a Service

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## Aiforia Technologies Oy

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### Kari Pitkänen

Life science entrepreneur Now working in Aiforia, Deep learning AI image analysis company.

### Aiforia Technologies Oy

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#### Aiforia is transforming image-based diagnostics with deep learning AI

Aiforia is transforming image-based diagnostics by bringing deep learning AI to assist and augment the medical experts. We have a unique approach in this field, as we provide a fast and easy access to AI training and analysis tools for the healthcare professionals, to rapidly scale up automation of their work. While Aiforia® is completely platform and image agnostic, our focus today is on digital pathology solutions related to cancer, gastro-intestinal and infectious diseases. Aiforia has thousands of end-users in Europe and North America, and it is used today in various pre-clinical applications, such as in drug development R&D. As we are moving towards clinical diagnostics market, we are looking for partners and investors to join our ambition to become the world-wide leader in AI-driven image-based diagnostics.

**Geographics:** Northern America, Europe

**Products:** Deep Learning for medical Imaging, Artificial Intelligence SaaS Cloud with Medical Imaging Diagnostics

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## Business Finland Venture Capital Oy

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**Esko Raunio, Managing Director**

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### Business Finland Venture Capital Oy

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**Business Finland Venture Capital Ltd is a state-owned company; ownership steering is the responsibility of Business Finland.**

Business Finland Venture Capital Ltd invests in venture capital funds which invest in companies in their early stages of development. The purpose of the company is to develop Finland's venture capital market. The market is developed in cooperation with private investors. At least half of the capital in our target funds is raised by private investors. Through the provision of venture capital, early stage companies can achieve their development and growth targets.

**BUSINESS  
FINLAND**  
VENTURE CAPITAL

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**Contacts:**

businessfinland.vc/en/  
Helsinki  
Finland

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## Vitalsignum Oy

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**Henrik Resman**

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Henrik has more than thirty years of experience working in various businesses in Finland and abroad. During his professional career, Henrik has developed an exceptional background in management, sales and marketing. He has strong management experience in global operations, strategic planning, business development, media and content production, as well as solid experience developing effective boards and management teams.

**Geographics:** Europe

### Vitalsignum Oy

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**The company VitalSignum Oy develops and provides simple, reliable, and easy-to-use mobile health monitoring solutions and services.**

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**Contacts:**

www.beatephone.com  
Helsinki  
Finland

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## Health Capital Helsinki

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### Sirpa Salmi, Marketing Project Manager

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I believe that if you know your customer all else will follow. I have been a brand enthusiast for 20 years because branding is the quickest and most efficient way to grow business. I have a long experience on different kinds of brand development in business sectors to B-B and B-C customers. I always want to do things differently than competitors – making the difference. As a person I have a result driven entrepreneur's heart, I can see the possibilities and strengths in business easily. I am at my best in challenging situations that need creative solutions. Strategic planning and implementation are some of my skills. I have broad experience from several branches such as Telecom, IT, Antique and Healthcare. AREAS OF EXPERTISE: Business development, marketing communications, brand building, sales and contract management, customer relationship development

**Geographics:** Finland, Helsinki

**Products:** Innovation, Marketing, Project management



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### Health Capital Helsinki

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Alliance of University of Helsinki, Aalto University, HUS University Hospital and City of Helsinki

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#### Contacts:

[www.healthcapitalhelsinki.fi](http://www.healthcapitalhelsinki.fi)

Helsinki

Finland

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## KAMU Health Ltd

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### Seppo Salorinne, CFO

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Seppo has more than a dozen software patents to his name. With more than two decades of worldwide product management and marketing experience in both consumer and enterprise products for companies including SEVEN Networks, Smartner Information Systems and F-Secure, Seppo helps make sure that KAMU's technology delivers for users.

**Geographics:** United States of America, Europe

**Products:** Digital therapeutics platform

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### KAMU Health Ltd

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**KAMU™ is an evidence-based, medical-grade self-management service for people with asthma developed with, and for, its users.**

KAMU Health Ltd develops and markets digital therapeutics for respiratory-illness care. Through technology, KAMU provides users and their healthcare providers with better data to support treatment while empowering users to take a proactive role in managing their conditions. All KAMU's services are founded on the latest evidence-based medicine and comply with local medical regulations in the US and Europe.

**Geographics:** United States of America, Europe

**Products:** Medtech, Digitally enabled healthcare delivery; remote & telehealth (connecting patients & healthcare), mhealth



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#### Contacts:

[www.kamuhealth.com](http://www.kamuhealth.com)

Helsinki

Finland

## Noaber Ventures



### Thijs Schaap

Disruptive healthcare solutions that enable patients and healthy individuals to increase quality of life have my special interest.

**Geographics:** Europe

### Noaber Ventures

**Noaber Ventures invests through several funds in technology-driven healthcare innovations in the early & growth-stage of their company cycle. We acts as an active impact investor, putting our extensive network within healthcare to the disposal of investees**

Noaber Ventures is the impact investment arm of the Noaber Foundation, a family foundation - founded in 2000 - stimulating and financing initiatives with a societal impact with a focus on healthcare and healthy ageing. Financial returns are being re-invested or donated within the healthcare space.

**Geographics:** Europe, America

**Products:** Digital health



### Contacts:

www.noaber.com  
Lunteren  
Netherlands

## Herantis Pharma



### Pekka Simula, CEO

Pekka Simula is an international business and management professional with extensive experience in working with clinical trials and the cancer treatment industry. CEO of Herantis Pharma. Prior to co-founding Oncos, Simula was Global Program Manager at Varian Medical Systems (NYSE: VAR) responsible for the development and market roll-out of the company's entire oncology product suite and also held a central role in development of RapidArc™, the latest revolution in radiation oncology. Before Varian, he worked as Project Director for CRF Health, a leading electronic Patient Reported Outcomes technology and services provider for clinical trials, and as Project Manager for Accenture.

**Products:** ICT, Life Sciences, Genetic

### Herantis Pharma

#### Innovative therapies for better lives

Herantis Pharma is a publicly listed (HRTIS) drug development company aiming to revolutionize the treatment of diseases with unmet clinical needs. Based on leading academic research published in high-impact journals including Nature and Science, the two ongoing clinical development programs explore the potential of our novel drug candidates in Parkinson's disease and secondary lymphedema. For Parkinson's disease, our neuroprotective and neurorestorative drug candidate CDNF is intended to become the first disease-modifying treatment with further potential in other neurodegenerative diseases. Our Lymfactin® gene therapy is targeted as the first curative drug for the treatment of cancer associated secondary lymphedema.

**Geographics:** Europe, Finland

**Products:** Drug development



### Contacts:

herantis.com/  
Espoo  
Finland

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## Pulsify Medical

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### Steve Stoffels

Steve Stoffels is an experienced professional and entrepreneur in the tech sector, with over 15 years of experience. He received his M.Sc. degree (Magna Cum Laude) in applied physics at the University of Eindhoven in 2001. In 2000, he was a visiting scholar at Stanford university in California. He received the degree of Doctor in Engineering (Ph.D.) from the Catholic university of Leuven in 2010, for his thesis on microfabricated resonators. Until 2019 he worked on bringing a high power GaN technology from the lab to the fab. He has coordinated more than ten national and international projects, contributed to the European roadmap for high power electronics and was member of IRPS technical committee. Currently, he is co-founder and VP technology of Pulsify Medical, a high-tech medical device company working on bringing an innovative ultrasound monitoring system to the market. He oversees the overall technology development strategy and is chief system designer for Pulsify Medical.



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### Pulsify Medical

#### The ultrasound monitoring company

Pulsify Medical develops wearable ultrasound patches for non-invasive, real time monitoring of critical physiological parameters inside the body, in particular cardiac output. As a spin-off of imec and KU Leuven, Pulsify Medical will build on the unique and IP-protected technology of both research institutes: on the one hand, imec's unique flexible ultrasound transducer technology and design know-how for transducers, thin film transistors and system architecture, and on the other hand, KU Leuven's world-class expertise in cardiac ultrasound imaging. Patients will wear Pulsify's wearable patch on the chest for several days/weeks to enable Health Care Professionals (HCP) to continuously monitor cardiac output of patients at risk, especially patients with Cardio-Vascular Disease. The smart patch will benefit patients at risk in the ICU, in-patients in the hospitals, and patients at home. The smart patch will use state-of-the-art algorithm IP to extract cardiac output data and warn HCP.

**Geographics:** Europe

**Products:** Medical Devices

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#### Contacts:

[pulsify-medical.com/jobs/](https://pulsify-medical.com/jobs/)  
Leuven  
Belgium

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## Acme Investments

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#### Contacts:

[www.ssh.com](http://www.ssh.com)  
Lausanne  
Switzerland

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### Timo Syrjala

Timo has more than 30 years of experience in capital markets. Timo is a private investor and non-executive director in several firms, especially in biotech, medtech, pharma and diagnostic businesses. Timo has served on the boards of several leading listed technology firms, including SSH (Identity and Access Management, firewalls, cybersecurity,) Stonesoft (a security company specializing in firewalls, acquired by Intel/McAfee, now ForcePoint) and Efore. Earlier in his career, he has held executive and managerial positions in management consulting, asset management and investment banking. He holds a Master of Science degree from Aalto University In Helsinki.

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### Acme Investments

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## Takeda

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### Hannes Toivanen, Strategic Partnerships Lea

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Co-creating digital & AI for health innovations. Technology and business scouting for Takeda Digital Health innovation.

**Geographics:** Africa, Europe, Finland

**Products:** personalized health, HealthTech

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### Takeda

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Our global team of researchers and scientists, together with our partners, harness cutting-edge science to push the boundaries of what is possible in order to bring transformative, life-changing therapies to patients worldwide. By focusing R&D efforts on four therapeutic areas and other targeted investments, our aim is to thrive at the cutting edge of innovation that solves unmet medical needs, through internal R&D and in collaboration with cross-industry partners. We have the scale and expertise to be a leading global, Values-based, R&D-driven biopharmaceutical company with dynamic, focused R&D efforts.

**Geographics:** Europe, Finland

**Products:** surgery



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### Contacts:

[www.takeda.com/what-we-do/research-and-development/](http://www.takeda.com/what-we-do/research-and-development/)  
Helsinki  
Finland

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## Pfizer

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### Markus Vaisanen, Head of Digital Solutions and Country Portfolio Lead

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Currently working for Pfizer for almost 4 years as a Head of Digital Solutions and Country Portfolio Lead (for 2 years) and before as a country medical lead (during 1 year and 10 months).

**Geographics:** Finland, Helsinki

**Products:** digital health

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### Pfizer

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Pfizer is a leading research-based biopharmaceutical company. We apply science and our global resources to deliver innovative therapies that extend and significantly improve lives. We make medicines and vaccines that help people when they are sick and prevent them from getting sick in the first place, as well as some of the world's best-known consumer healthcare brands. Every day, our colleagues work in developed and emerging markets to treat, cure and eradicate life-threatening conditions and challenge some of the most feared diseases of our time. Pfizer also collaborates with healthcare providers, governments and local communities to support and expand access to reliable, affordable healthcare around the world. For more than 150 years, Pfizer has worked to make a difference for all who rely on us.

**Geographics:** Europe, Finland

**Products:** LifeScience, pharmaceuticals



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### Contacts:

[www.pfizer.fi/](http://www.pfizer.fi/)  
Helsinki  
Finland

## Helsinki Business Hub

### Marcello van Rossum, Senior business advisor



Helsinki is "health-thinking". With my background of more than 30 years of international business and a medical education, I have helped many companies to expand and improve their business. Finland has a unique biobank system and a well-developed infrastructure for life sciences. The university hospital in Helsinki area functions as a clinical testbed for medical testing. There are many more excellent reasons to have your business here. That's why I am here to help your health tech or pharmaceutical related company to successfully land in the Helsinki area.

### Helsinki Business Hub

#### Helsinki Business Hub makes Helsinki the best place in Europe to accelerate business.

We enable foreign companies to establish their businesses and innovation-driven companies to grow and develop in Helsinki. We cooperate with the local community (companies, public sector, universities, research institutions) to ensure the best results for our clients and the region as well as the optimal use of resources. Together we make Helsinki a dynamic world-class center for business and innovation. Helsinki Business Hub receives its funding from public sources – from the cities of Helsinki, Espoo, Vantaa and Kauniainen as well as the Uusimaa Regional Council.

**Geographics:** Europe, Finland

#### Contacts:

[www.helsinkibusinesshub.fi](http://www.helsinkibusinesshub.fi)  
 Helsinki  
 Finland

## Bepsun Eurotech Investment Oy

#### Contacts:

[www.bepsun.com](http://www.bepsun.com)  
 Helsinki  
 Finland

### Li Zhao

**Geographics:**

**Products:**

### Bepsun Eurotech Investment Oy

**Angel investment**

**Geographics:**

**Products:**





## Oyama

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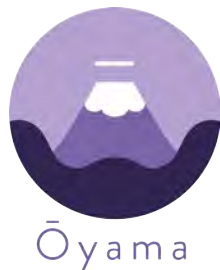
### Niklas Zilliacus

Niklas (CEO) is a digital health expert and sales engine with deep domain experience in the field of digital health. He has previously held significant sales positions in leading digital health companies, such as Finnish Kaiku Health and Icelandic Kara Connect. This is also Niklas's second mental health startup, showing his passion towards our mission.

**Geographics:** Europe, Northern Europe

**Products:** consumer software, web & mobile app

### Oyama



#### Evidence-based self-care for preventing depression

Oyama is a healthcare technology company on a journey to prevent depression through evidence-based self-care. We have developed an evidence-based self-care app, Oyama, for preventing depression. We do this by translating two decades of psychological self-care research into a game-like experience with short exercises packaged in mobile learning modules. The Oyama app will walk you through a game-like self-care experience with short 5-10 min exercises to help you reflect on your thoughts, emotions, relationships, etc. On top of that, you'll be given tools to strengthen your healthy or change your unhealthy behaviors in different areas of your life. We are currently rolling out in 5 high schools in Sweden and Finland and starting a collaboration with a Finnish occupational healthcare company. Additionally, we were recently chosen to take part in the Impact StartUp accelerator (spring 2020 batch) in Malmö.

**Geographics:** United Kingdom, Northern Europe, Netherlands

**Products:** mobile software, web software

#### Contacts:

getoyama.com/  
Helsinki  
Finland



Host

**BUSINESS  
FINLAND**



Check your meetings at  
**techtour/one2one**



Check the programme at  
**techtour.com/EHIF20**