



Deliverable 6: Network of private investors

Background material for AAL project participants

April 2014 (updated March 2015)

Copyright statement



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About Ambient Assisted Living Association:

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

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

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

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 - Accelerator Programs & Business angels
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Introduction to material



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

Overview of material

1. Introduction and overview

Short introduction to presentation and overview of contents.

2. Funding opportunities and availability in Europe

Discussion of available funding and short statistical overview.

3. Considerations before seeking funding

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

4. Choosing the right type of funding

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

5. Investor contacts and event listings

Network	Region	Description	Website	Phone	Email
Angelic	Europe	Angelic is a platform connecting startups and investors with limited capital.	http://angelic.com		info@angelic.com
Men	Europe	Introduction to material			
Investors	UK	Introduction to material			
East	International	Introduction to material			
Technology Network	International	Introduction to material			

Company	Country	Description	Website	Phone	Email
Advent Ventures	UK	Advent Ventures is a leading UK venture capital firm focused on early stage investment in technology startups.	http://adventventures.com	+44 (0)20 7624 0200	info@adventventures.com
Angelic Ventures	Spain	Angelic Ventures is a leading Spanish venture capital firm focused on early stage investment in technology startups.	http://angelic.com	+34 91 20 20 20	info@angelic.com
Arcturix Capital	UK	Arcturix Capital is a leading UK venture capital firm focused on early stage investment in technology startups.	http://arcturix.com	+44 (0)20 7624 0200	info@arcturix.com
BB Ventures	Netherlands	BB Ventures is a leading Dutch venture capital firm focused on early stage investment in technology startups.	http://bbventures.com	+31 (0)20 261 0000	info@bbventures.com
Beal Venture Capital	Germany	Beal Venture Capital is a leading German venture capital firm focused on early stage investment in technology startups.	http://bealvc.com	+49 (0)89 2400 0000	info@bealvc.com

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

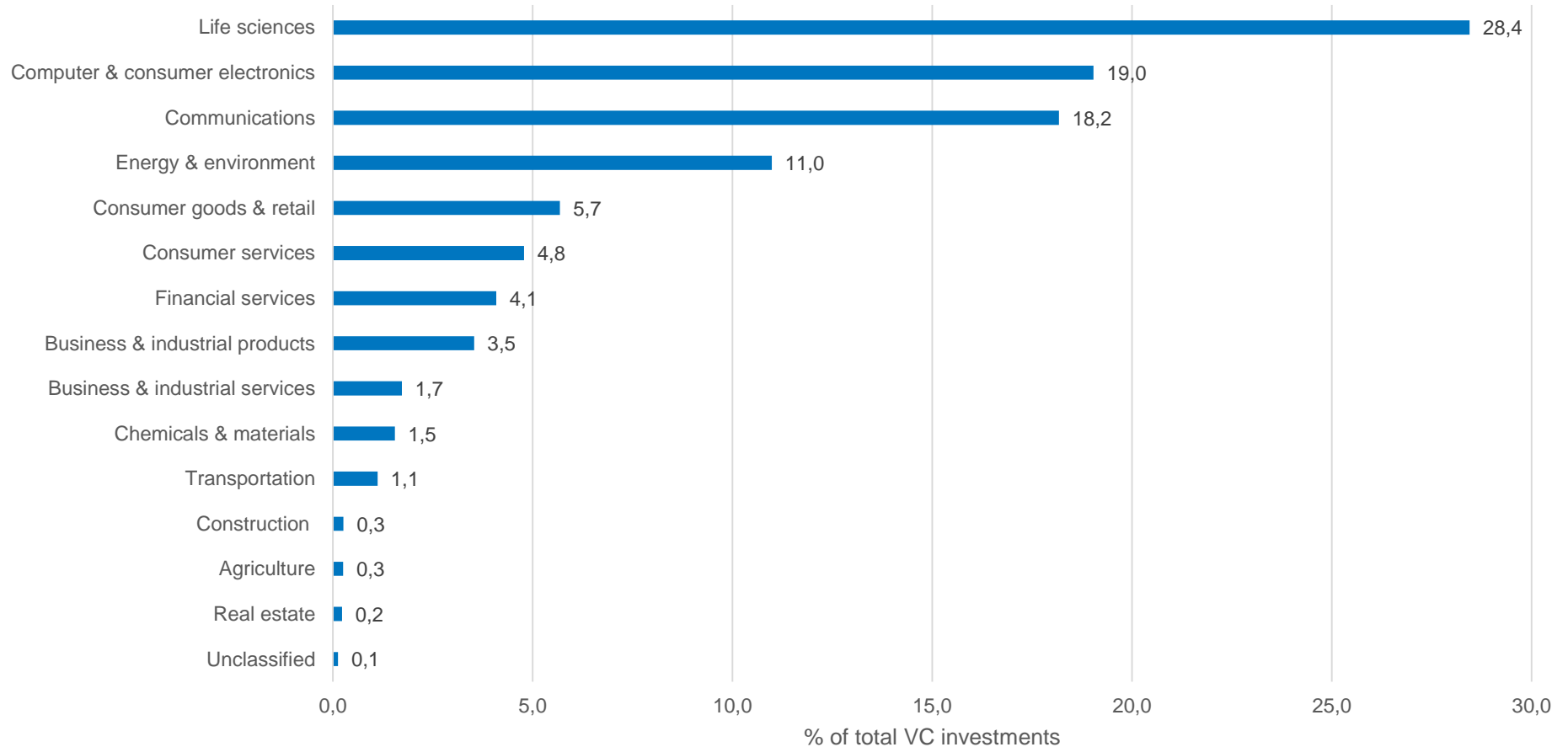
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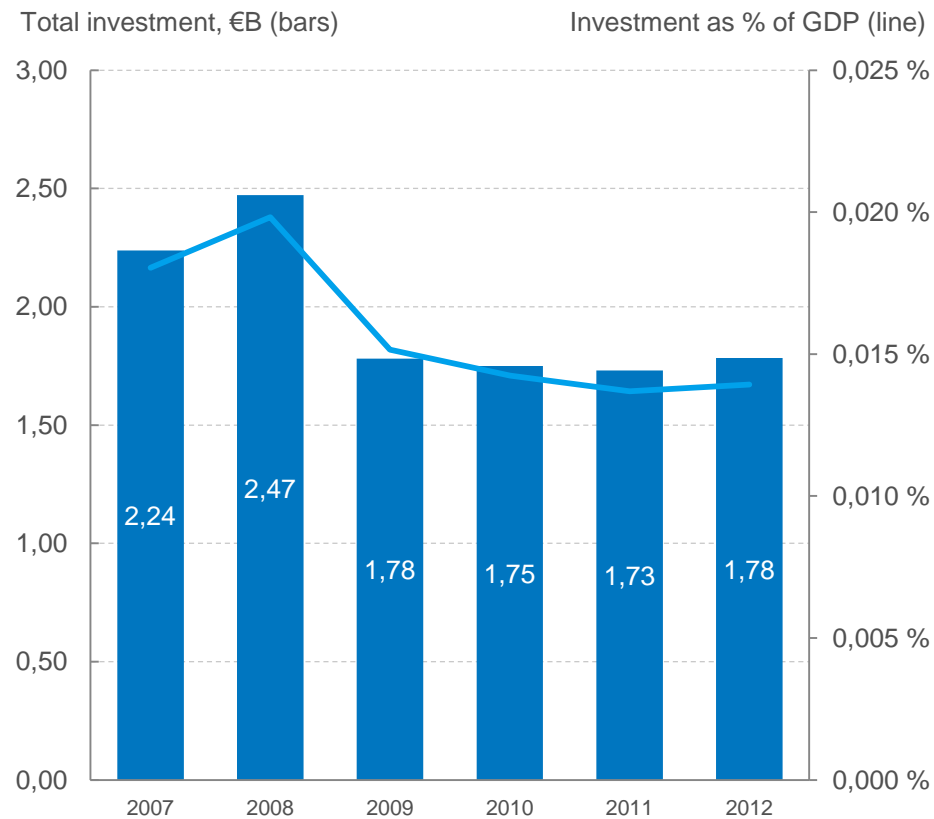
The Life sciences sector is the most common target for Venture Capital investments in EU countries



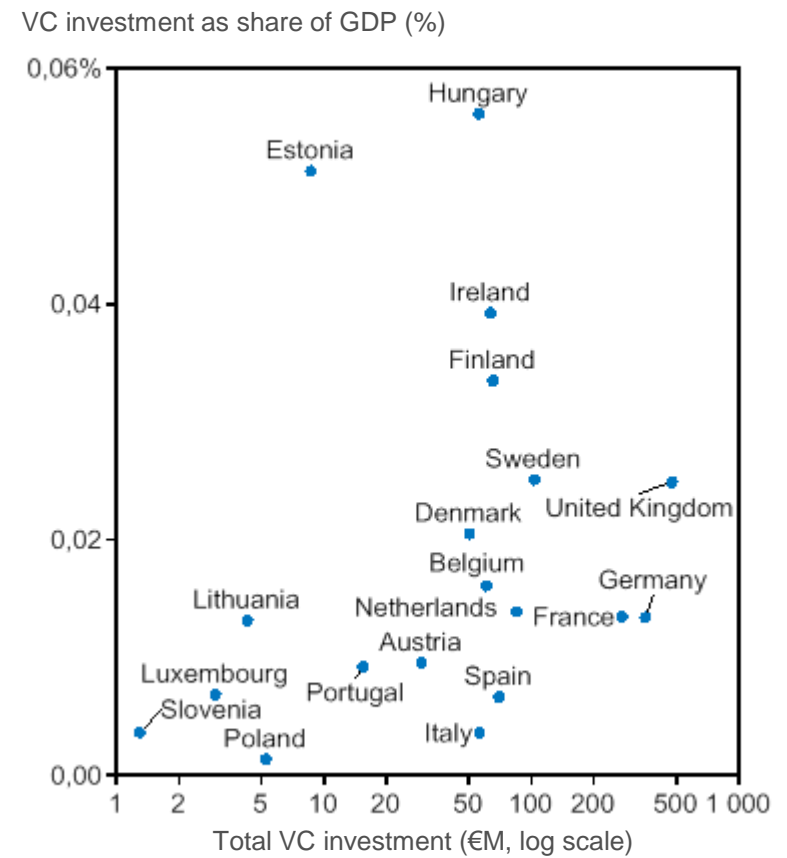
Venture Capital Investments in Europe by Sector



In 2012, the total VC investments made in the EU summed up to 1,78€bn



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



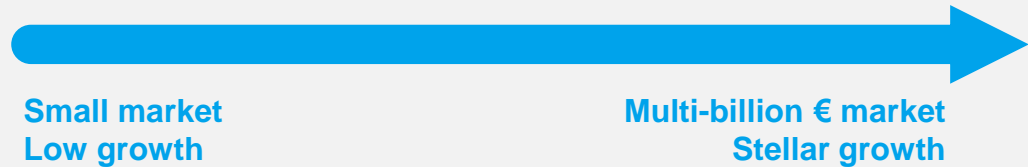
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Investors looking for targets assess opportunities in multiple ways

Example framework for assessing investment attractiveness

OPPORTUNITY



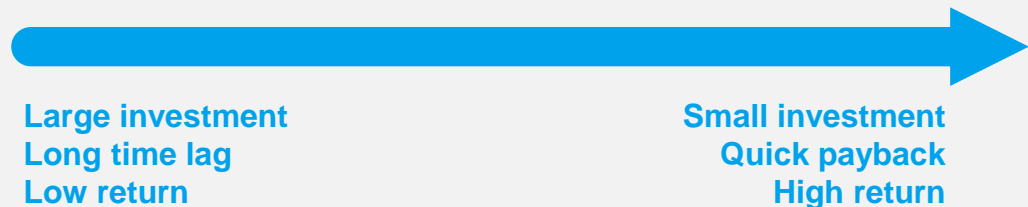
ASSETS

(Team and product / service)



ROI POTENTIAL

(ROI = Return on investment)



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

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

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

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

Clear and concise
business plan

Realistic
assumptions

Sufficient facts

Compelling pitch

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

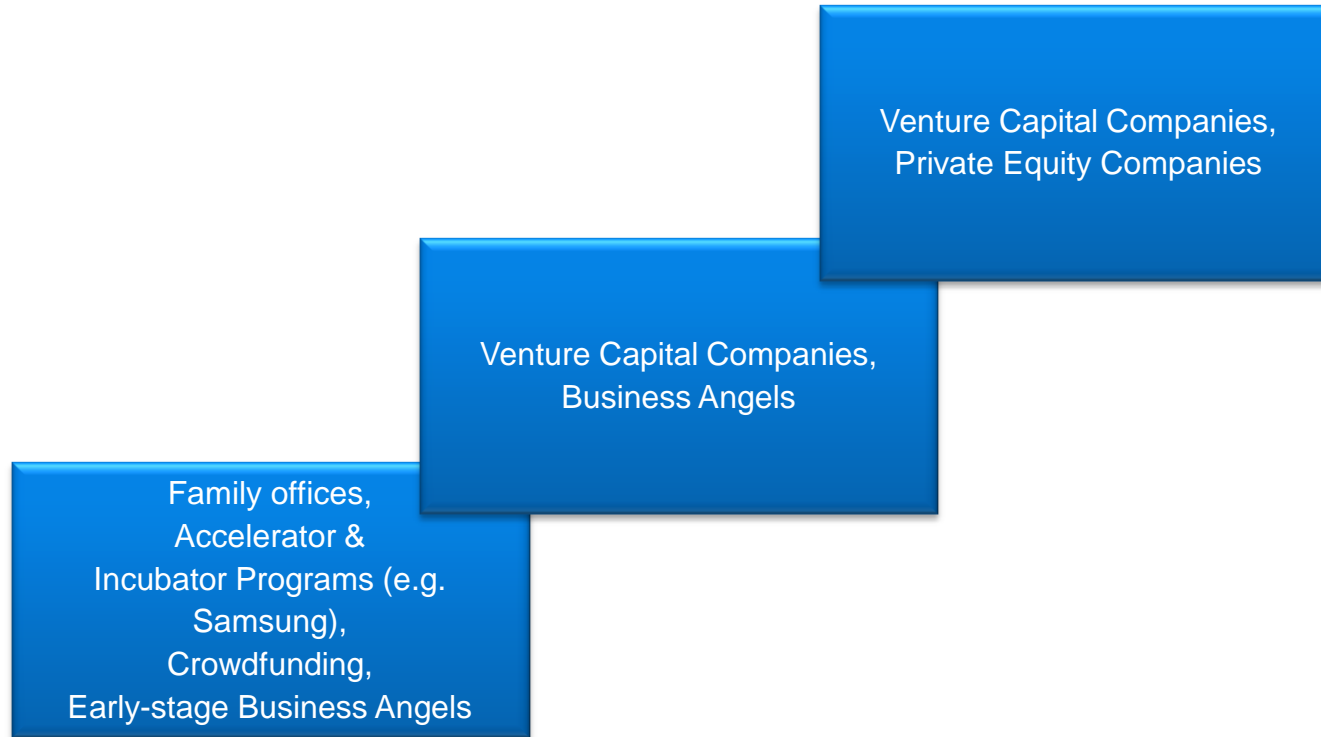
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The appropriate source of funding depends on the maturity of the company and the required amount

> 10 000 000€

Amount of funding required



< 10 000€

Startup

Maturity of the company

Established company with revenue

Accelerator & Incubator programs

Seed-level programs include mentorship and educational components



Accelerator & Incubator programs

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

Accelerator vs. Incubator Programs

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

Things to take into account when considering Accelerator & Incubator programs

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

Crowdfunding as a source of funding

Crowdfunding platforms offer a new alternative for the traditional forms

Crowdfunding

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

Crowdfunding vs. Angel Investments

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

Things to take into account when considering crowdfunding

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

Angel Investment as a source of funding

How to choose the right Business Angel



Angel Investors/Business Angels

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

Angel investment vs. Venture Capital

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

Things to consider when choosing the right Business Angel

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

Venture Capital as a source of funding

How to choose a suitable Venture Capital investor

Venture Capital companies

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

Venture Capital vs. Private Equity

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

Things to consider when choosing a suitable VC investor to approach

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

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European Accelerator & Incubator Programs

5 key Accelerator & Incubator Programs operating in Europe



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

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

European Business Angel Networks

5 key Angel Networks shortlisted, in alphabetical order



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

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

Local Business Angel Networks



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

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

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European Venture Capital companies in the health tech market

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



Company	Country	Description	Website	Phone	Email
Advent Ventures	UK	“Advent Venture Partners is one of Europe's most successful growth and venture capital investors in market-leading tech and life sciences businesses.”	http://www.adventventures.com/	+44 (0)20 7932 2100	info@adventventures.com
Aescap Venture	The Netherlands	“Aescap invests in companies using technologies that are sufficiently mature to yield realistic product-opportunities in combination with the ability to generate non dilutive financing from licensing deals.”	http://www.aescap.com/	+ 31 20 570 29 40	pkrol@aescap.com / dvalerio@aescap.com
Ariadne Capital	UK	“Early-stage investor with a focus on enabling technologies and tools which are transforming established businesses and creating the digital ecosystem of health and lifestyle.”	http://www.ariadnecapital.com/	+44 (0)20 3356 9690	
BB Biotech Ventures	Switzerland	“BB BIOTECH VENTURES is a healthcare-dedicated venture capital firm. We manage funds (limited partnerships) that invest in private companies developing and marketing drugs and medical devices or providing healthcare services.”	http://www.bbbiotechventures.com/en/	+41 44 267 67 00	info@bellevue.ch
Earlybird Venture Capital	Germany	“Earlybird invests €200k to €15m in technology companies that have the potential to impact large markets.”	http://www.earlybird.com/	+493046724700	healthtech@earlybird.com

European Venture Capital companies in the health tech market

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



Company	Country	Description	Website	Phone	Email
Endeavour Vision	Switzerland	“A venture and growth capital firm providing expertise and funding to entrepreneurs and companies with global ambitions in life sciences and information technologies.”	http://www.endeavourvision.com/	+44 1481 745 001	info@endeavourvision.com
Forbion Capital Partners	The Netherlands	“Forbion invests in life science and biomedical technology companies that are developing world-class drugs and technologies. They focus in late stage preclinical and early stage clinical product development programs.”	http://www.forbion.com/	+31 (0) 35 699 30 00	info@forbion.com
Fountain Healthcare Partners	UK	“We aim to build a portfolio of 10 to 15 life science companies, allocating between €0.5M to €7M per company over the life of the investment.”	http://www.fh-partners.com/	+353 1 5225100	info@fh-partners.com
Gimv	Belgium	“Invests in life science, medtech, health and care services companies operating in European market. Offices are in Antwerpen, Paris, Munich and Hague.”	http://www.gimv.com/	+32 3 290 21 41	healthcare@gimv.com
Healthcap	Sweden	“HealthCap is a family of multi stage venture capital funds, investing globally in life sciences. About 1/3 companies of invested companies are startups.”	http://www.healthcap.se/	+46 8 442 58 50	bjorn.odlander@ofco.se

European Venture Capital companies in the health tech market

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



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

European Venture Capital companies in the health tech market

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



Company	Country	Description / Investment Focus	Website	Phone	Email
NBGI Ventures	UK	“NBGI Ventures is a venture capital fund investing in outstanding medical technology companies.”	http://www.nbgipe.com/	+44 20 7661 5678	
Seroba Kernel	UK	“Seroba Kernel is a European life sciences venture capital firm, focused on investing in breakthrough venture capital healthcare technologies that promise to improve lives and make a difference worldwide.”	http://seroba-kernel.com/	+353 (0)1 633 4028	
Sofinnova	France	“We invest in start-ups, early-stage companies, corporate spin-offs and occasionally turnaround situations. We invest in Life Sciences (Biopharmaceuticals / Biotech, Medical Devices, Industrial Biotechnology).”	http://www.sofinno.va.fr/	+33 (0)1 5305-4100	info@sofinnova.fr
Sunstone Ventures	Denmark	“Our point of entry differs depending on the type of Life Science opportunity. In the areas of medical technology and diagnostics, we tend to invest in companies just before the pivotal clinical trials required to support the intended use and marketing claims.”	http://www.sunstone.eu/	+45 2012 6000	reception@sunstonecapital.com
Wellington Partners	Germany	“Wellington Partners’ investment strategy spans all stages of company development. From early stage to expansion stage to maturity, we fund companies based on their sector, technology, anticipated development timelines, and growth rates.”	http://www.wellington-partners.com/	+49 (0) 89 / 21 99 41 0	munich@wellington-partners.com / zurich@wellington-partners.com

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Health Tech investor & networking events in Europe

Major events for healthcare startups for the next 12 months, 2015



Feb-March	April	May	June-July
<p>HackforHealth 27th Feb – 1st March, Belgium</p> <p>Health and Wellness @ Mobile World Conference 2015 3rd-4th March, Barcelona</p> <p>Swiss eHealth forum 5th – 6th March, Bern</p> <p>Hacking Health Camp 19th – 22nd March, Strasbourg</p>	<p>Med-e-Tel 20th – 24th, Luxembourg</p> <p>MedTech Investing Conference 21th – 22nd, Lausanne</p> <p>Tech 4 Health 22nd, London</p>	<p>eHealth & mHealth WoHIT (Competition) 11th – 13th, Riga, Latvia</p> <p>BioTrinity 11th – 13th, London (I)</p> <p>Health 2.0 Europe 18th – 20th, Barcelona</p> <p>Health and Independence Trade Show 19th – 21st, Paris</p> <p>ICT4AgeingWell 2015 20th – 22nd</p>	<p>Doctors 2.0 & You 4th – 5th, Paris</p> <p>EuroMedtech 10th – 11th, Vienna</p> <p>Digital Health and Care Congress 16th – 18th, London</p> <p>Smart Home World 23rd – 24th, London</p> <p>Techtour Health Tech Summit 30th – 1st of July, Lausanne</p> <p>Digital Health Conference & Exhib. 7th of July, Manchester</p>
September	October	November	December
<p>NHS Health and Care Innovation Expo 2nd – 3rd, Manchester</p> <p>CTI Medtech Event 2015 8th, Kursaal, Bern</p> <p>Swiss Medtech Expo 15th – 16th, Luzern</p> <p>Innovations & Investments in Healthcare. 17th – 20th, Munich</p> <p>Digital Health Days 23rd – 24th, Stockholm</p> <p>RE: WORK Future Health 24th – 25th, London</p>	<p>Digihealth 20th – 21st, London</p>	<p>Medica TradeFair (stands sold out) 16th – 19th, Düsseldorf</p>	<p>Digital Health World Forum 8th, London</p> <p>Differential Medicine 15th, Paris</p>

Major general investor & networking events in Europe

Major events for healthcare startups for the next 12 months, 2015



Feb-March	April	May	June
Startup Camp Berlin 13th – 14th March, Berlin	The 5th Swiss PE Conference 10th, Zürich TNW Conference Europe 23rd – 24th, Amsterdam Startup Day 2015 25th, Stockholm	FiWare Investment Forum 3rd, Berlin Heureka 5th, Berlin Digital K 21st – 22nd, Sofia Pioneers Festival 28th – 29th, Vienna Arctic 15 26th – 27th, Helsinki	Startup Village 2nd – 3rd, Moscow Lisbon Investment Summit 4th – 5th, Lisbon Startup Extreme 16th – 19th, Voss, Norway
September	October	November	December
PirateSummit 2nd – 3rd, Cologne LeWeb StartupTour 6th, Berlin LeWeb StartupTour 30th, Stockholm	LeWeb startup tour 3 rd October, Paris IDcee 15 th – 16 th , Kiev	Web Summit 2015 3rd – 5th, Dublin LeWeb startup tour 6th, Barcelona Slush 11th – 12th, Helsinki EFAMA Investment Management Forum 18th – 19th, Brussels	LeWeb 9th – 12th, Paris

Event descriptions: Health Tech events, 2015

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

Date	Event	Description
Feb 27th – 1st March	HackforHealth http://www.hackforhealth.be/	“focus on ICT solutions deployed in Healthcare and directly related domains such as Smart Cures, Smart Homes and Smart Sports”
March 3 rd -4 th	Health and Wellness @ Mobile World Conference 2015 http://www.mobileworldcongress.com/ec-halliance/	“The event will create opportunities for meaningful engagement between healthcare and mobile stakeholders in order to identify and remove the obstacles delaying and preventing mobile health deployments.”
March 5 th – 6 th	Swiss eHealth forum http://www.infosocietdays.ch/eHealth	”The presentations will show what is possible today and tomorrow in healthcare, give practical examples and allow an outlook on the prospects for the future.”
March 19 th – 22 nd	Hacking Health Camp http://hackinghealth.camp/	“Hacking Health Camp is a global event for all people interested in health innovation, inspiring health professionals, patients, developers, hackers, designers and UX researchers about their common amazing possibilities in tomorrow's health.”
April 20th – 24th	Med-e-Tel http://www.medetel.lu/	“Med-e-Tel is an event of the International Society for Telemedicine & eHealth (ISfTeH), THE international federation of national associations who represent their country's Telemedicine and eHealth stakeholders.”
April 21th – 22nd	MedTech Investing Conference http://www.medtechinvesting.com/	”The longest-established and leading MedTech investment and partnering conference in Europe.“
April 22nd	Tech 4 Health http://tech4health.net/	” Exploring Apps, Technology and Innovation in Healthcare Mobility.”
May 11th – 13th	eHealth & mHealth WoHIT (Competition) http://www.worldofhealthit.org/	“The World of Health IT Conference & Exhibition is the leading forum for the advancement of Health IT in Europe”
May 11th – 13th	BioTrinity http://biotrinity.com/	“BioTrinity is the leading European Biopartnering and Investment Conference. It provides the best opportunity to meet investors, senior licensing executives from global pharma organisations and senior management of innovative drug development and platform technology companies.”

Event descriptions: Health Tech events, 2015

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

Date	Event	Description
May 18th – 20th	Health 2.0 Europe http://www.health2con.com/	“Not your typical stodgy conference, Health 2.0 brings a fresh approach to the space and is the leader in health care technology today. We bring together the best minds, resources and technology for compelling panels, discussions and product demonstrations.”
May 19th – 21st	Health and Independence Trade Show http://10times.com/health-and-independence-trade-shows	“This event will gather all the eminent and distinguished exhibitors from this field and in turn they will showcase wide variety of health related products and services associated with this field”
May 20th – 22nd	ICT4AgeingWell http://www.ict4ageingwell.org/	“Meeting point for those that study and apply ICT technologies for improving the quality of life of the elderly and for helping people stay healthy, independent and active at work or in their community along their whole life”
June 4th – 5th	Doctors 2.0 & You http://www.doctors20.com/	“The international Digital Health Conference in Social Media, Mobile Apps, Serious Games, Connected Objects”
June 10th – 11th	EuroMedtech http://www.iirusa.com/in3emt/index.xml	Medical technology partnering conference providing collaboration opportunities amongst the highest concentration of corporate acquirers, strategic investors and top innovators.
June 16th – 18th	Digital Health and Care Congress http://www.kingsfund.org.uk/events/digital-health-and-care-congress-2015	“Enabling patient-centred care through information and technology”
June 23rd – 24th	Smart Home World http://smarthomeworld2015.com/	“Smart Home World Summit provides a unique learning and networking experience for forward thinking operators to stay ahead of the competition and develop new revenue streams in smart home.”
July 30th – 1st	Techtour Health Tech Summit http://www.healthtechsummit.eu/	“showcasing the top 20 medtech and top 20 digital health companies in Europe.”
July 7th	Digital Health Conference & Exhibition http://www.salford.ac.uk/spd/coursedetails?courseid=DIGITASKBs	“Transforming Healthcare Service Delivery Harnessing Technology for Patient Benefit.”

Event descriptions: Health Tech events, 2015

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

Date	Event	Description
September 2nd – 3rd	NHS Health and Care Innovation Expo http://www.england.nhs.uk/expo/	“Expo is the most significant annual health and social care event in the calendar, uniting more NHS and care leaders, commissioners, clinicians, voluntary sector partners, innovators and media than any other health and care event.”
September 8th	CTI Medtech Event 2015 http://www.ctimedtechevent.ch	“promoting exchange between research, SMEs and start-ups in the field. The CTI Swiss Medtech Award is presented at this occasion.”
September 15th – 16th	Swiss Medtech Expo http://www.medtech-expo.ch/	” Swiss Medtech Expo is the trade fair for the third-largest medtech market in Europe.”
September 17th – 20th	Innovations & Investments in Healthcare http://www.iihc.eu/	“The leading European conference on healthcare innovations and healthcare investments.”
September 23rd – 24th	Digital Health Days http://www.digitalhealthdays.se/	“The number one conference for the far-out but coming-closer new world of digital health.”
September 24th – 25th	RE: WORK Future Health https://www.re-work.co/health	”The summit will showcase the opportunities of accelerating technologies and their impact on health and medicine.”
October 20 th – 21 st	Digihealth http://10times.com/digihealth	“This event showcases products and services like digital diagnostics services, consultants services, 3d printing services, nanotechnology services, pharmaceuticals and many more related products and services etc. in the Medical & Pharmaceutical industry.”
September 8th	CTI Medtech Event 2015 http://www.ctimedtechevent.ch	“promoting exchange between research, SMEs and start-ups in the field. The CTI Swiss Medtech Award is presented at this occasion.”
November 16th – 19th	Medica TradeFair http://www.medica-tradefair.com/	“Medica is the world’s no. 1 among the medical trade fairs: Four days of concentrated competence from the medical industry for the medical industry!”
December 8th	Digital Health World Forum http://www.digitalhealththevent.com/	“Boasting an interactive, cutting edge agenda with visionary speaker line-up, the Digital Health World Forum is the platform for global authorities to present their “how-to” strategy and vision for the health and care sector.”
December 15th	Differential Medicine http://www.differentialmedicine.com/	” Curated by TheFamily, Differential Medicine is a two-day conference that brings together the best entrepreneurs in healthcare.”

Event descriptions: General events, 2015

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

Date	Event	Description
March 13th – 14th	Startup Camp Berlin http://startupcamp.co/	“Berlin’s largest early stage start-up camp.”
April 10th	The 5th Swiss PE Conference http://pe-conference.org/swiss/	“The Swiss Private Equity Conference is a one-day event, joining top notch keynotes and highly experienced panelists from Switzerland, Germany, southern and northern Europe with well-rounded global professionals from different financial backgrounds.”
April 23rd – 24th	TNW Conference Europe http://thenextweb.com/conference/europe/	” This year more than 3,500 individuals will travel to Amsterdam to discuss the latest web trends, learn about best business practices and meet the world’s influencers of technology & innovation.”
April 25th	Startup Day 2015 http://startupday.se/	“Startup Day is the keynote event for startups in Stockholm. ”
May 3rd	FiWare Investment Forum http://ebn.be/1st-fiware-startup-investment-forum	“The 1st FIWARE Startup Investment Forum is a daylong event for investment-ready startups looking for finance. It is organized in collaboration with AngelNews as part of The Great British Private Investor Summit 2015, an investor-only event.”
May 5th	Heureka http://heureka-conference.com/	” HEUREKA is the conference for founders who want to bring their business to the next level. Learn about the key factors of success, get inspired by like-minded entrepreneurs and meet high level investors and media representatives.“
May 21st – 22nd	Digital K http://digitalk.bg/	” The DigitalK conference had four successful editions and expanded its audience across the world. We now are the most important digital technology event in Southeast Europe, in terms of diversity and speaker profiles.”
May 28th – 29th	Pioneers Festival http://pioneers.io/festival2015/	“A smarter SXSW, making Europe a hub for the best minds in tech, science, and design.”

Event descriptions: General events, 2015

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

Date	Event	Description
May 26th – 27th	Arctic 15 http://2015.arctic15.com/	“Arctic15:Exit Path is a two day conference that focuses on real business value. We will not just leave you stranded - our team will provide the tools, knowledge and the push needed to get that ROI.”
June 2nd – 3rd	Startup Village https://startupvillage.ru/en/	“Startup Village, Only in its third year and yet already a fixture on the European startup calendar Startup Village matches investors with innovators in an open-air festival of entrepreneurship.”
June 4th – 5th	Lisbon Investment Summit http://www.lis-summit.com/	“The Lisbon Investment Summit is an investment extravaganza that connects the best international startups with Europe's top investors, business angels and VCs.”
June 16th – 19th	Startup Extreme http://www.startupextreme.co/	“The worlds most extreme Startup Festival.”
September 2nd – 3rd	PirateSummit http://piratesummit.com/en/piratesummit-2015	“Meet founders, VCs and business angels at Odonien, a scrapyard in Cologne which, together with our selected participants and speakers, creates the very special atmosphere the Pirate Summit is known for.”
September 9th, September 30th, October 3rd, November 6th	LeWeb StartupTour http://leweb.co/startup-tour/	“LeWeb is launching its first-ever Startup Tour to explore the most vibrant ecosystems and identify the most promising startups around the world.”
October 15 th – 16 th	IDcee http://idcee.org/	“IDCEE is an annual unparalleled gathering in the heart of CEE intended for Internet entrepreneurs, VCs and angel investors, CEOs and CTOs of IT companies, IT professionals, bloggers and digital media who gather under one roof for two thrilling days to turn the Internet and technology world head over heels.”
November 3rd – 5th	Web Summit 2015 http://websummit.net/	“It's been called “the best technology conference on the planet”. But we just think it's different. And that difference works for our attendees, ranging from Fortune 500 companies to the most exciting startups in the world. Our speakers may be world class, but our networking is “simply legendary.”

Event descriptions: General events, 2015



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

Date	Event	Description
November 11th – 12th	Slush http://www.slush.org/	“Slush is the focal point for startups and tech talent to meet with top-tier international investors, executives and media.”
November 18th – 19th	EFAMA Investment Management Forum http://www.efama.org/SitePages/Events.aspx	“The purpose of this event is to give key players of the investment fund and asset management industry the opportunity to listen to many expert speakers and to discuss key issues and developments including The European Commission's agenda, ESMA's issues and priorities, What's next for UCITS, AIFMD, Shadow Banking, Long-Term Savings and Investor Education.”
December 9th – 12th	LeWeb http://leweb.co/startup-tour/	LeWeb Startup Tour Final

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

Other useful resources

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

Other useful resources

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