

# Tackling the challenges of early-stage cross-border fundraising

INVESTOR  
NETWORK





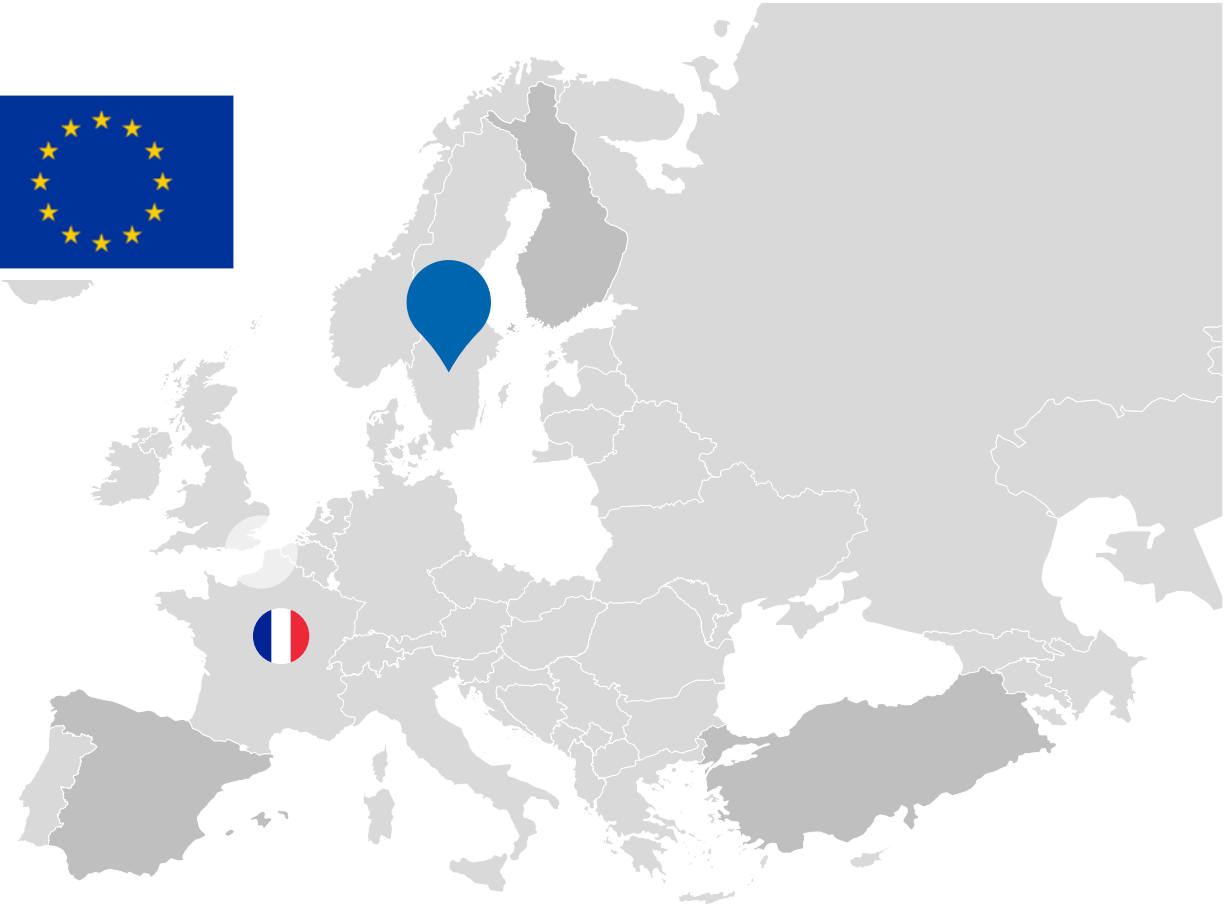
*The leading European  
Business Angel Network for health*

**INVESTOR  
NETWORK**



- The leading European Angels Network dedicated to animal and human healthcare
- +140 members from the healthcare sector across 6 countries with a US chapter in Boston
- A French Seed investor with a strong European footprint
- Head of a European Network of early-stage healthcare investors for cross-border investment

# From Start-up to Scale-up



# 2021

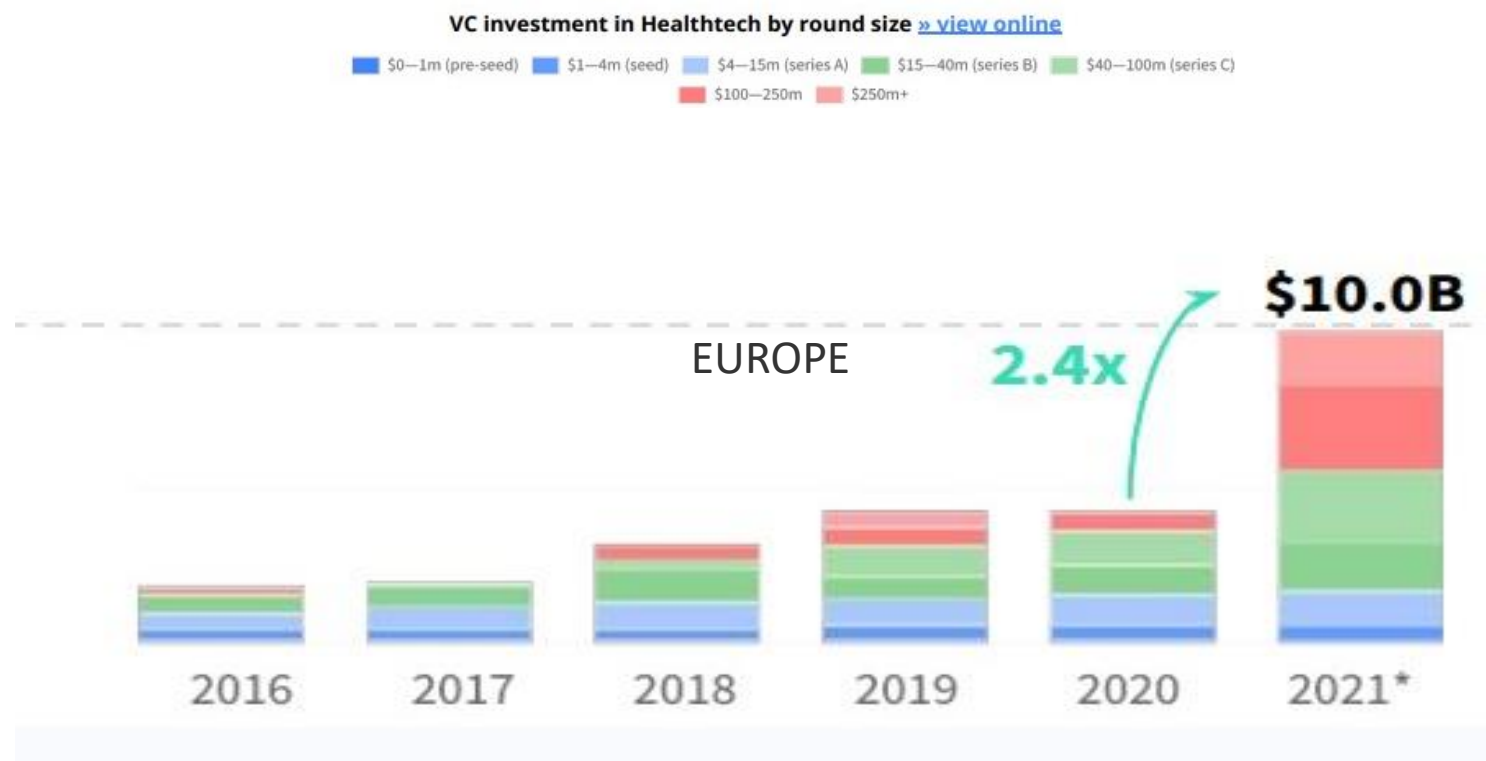
## Record year

## For Global healthtech

## Investment

## \$62.5 billion raised

Megarounds have accounted for 41% of all funding in 2021, an all-time high.



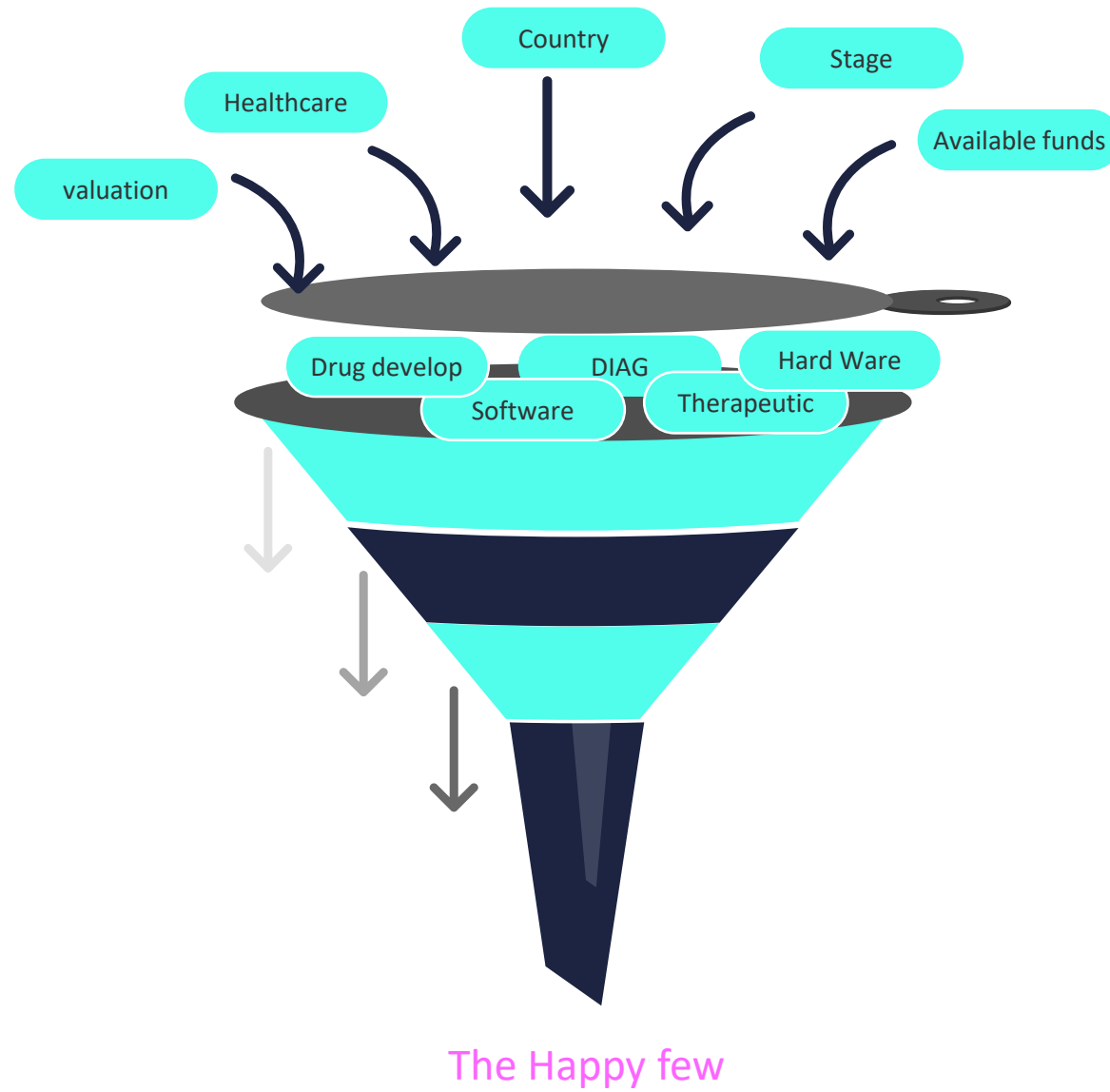
@source dealroom report jan22

# Tackling the challenge of early-stage cross-border fundraising

## Issues :

- Lack cultural- legal – business knowledge
- Lack of local contact point and network
- Lack of trust
- Fiscal issues
- LP issues

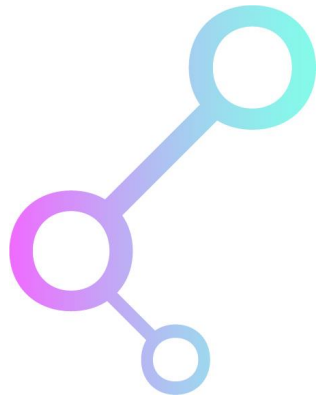
# The Challenge



# What do we know ?

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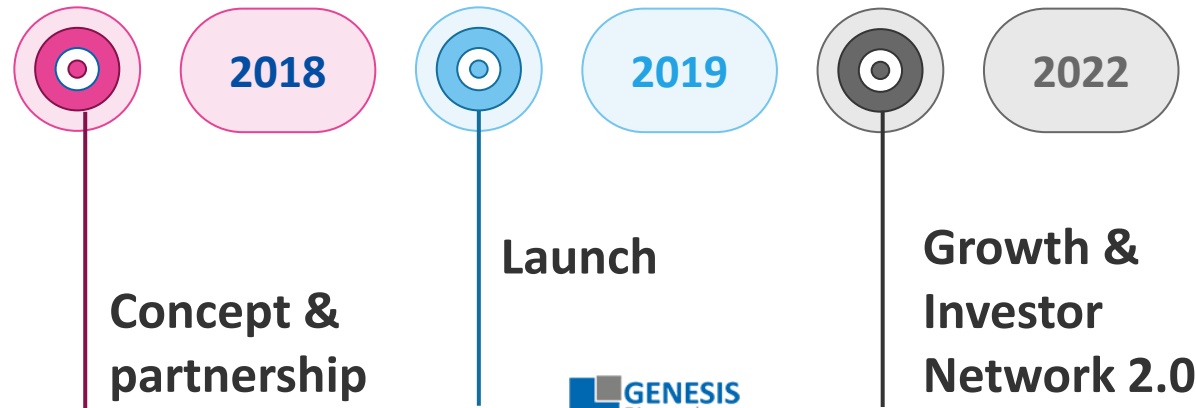
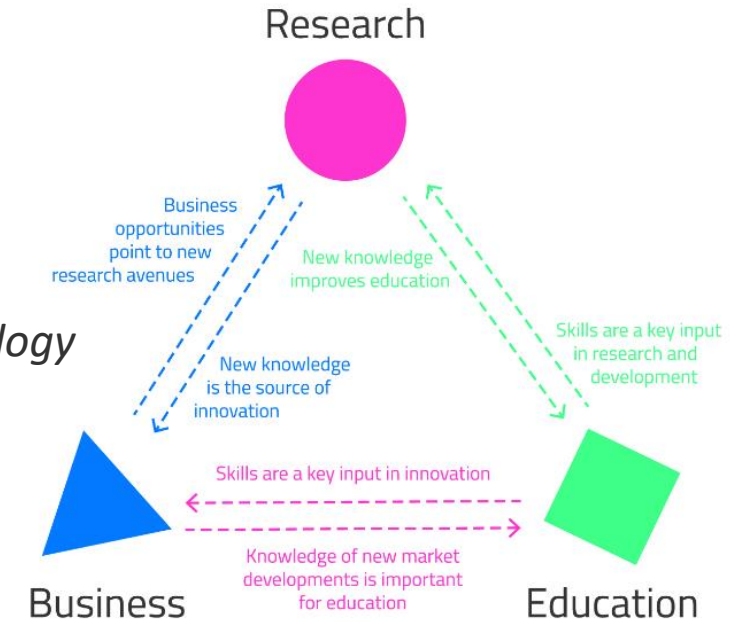
Studies show that



**81 % of deals are done via referrals**

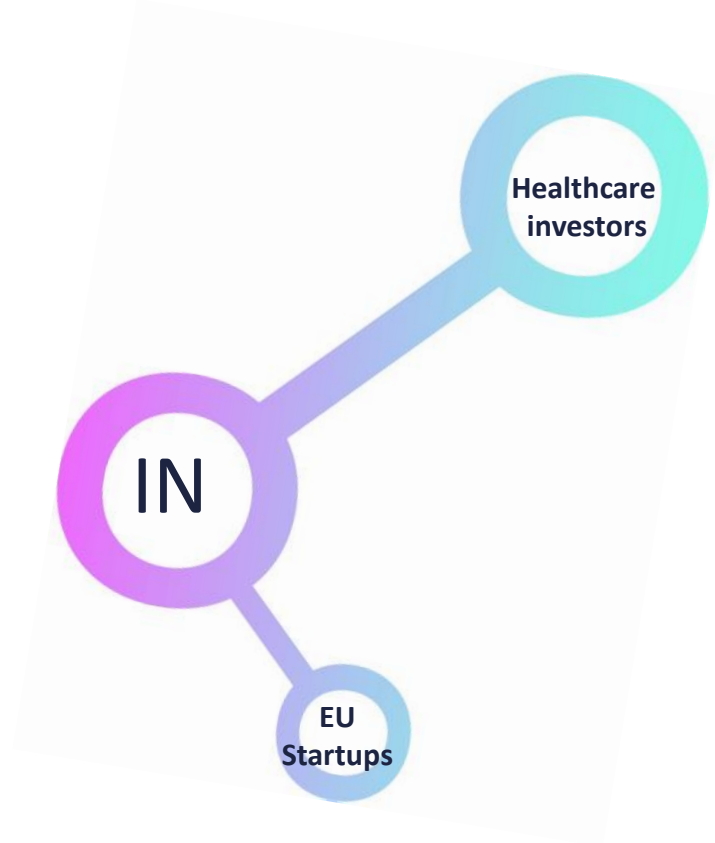
# EIT Health & Angels Santé

European Institute of Innovation and Technology





# What is the Investor Network



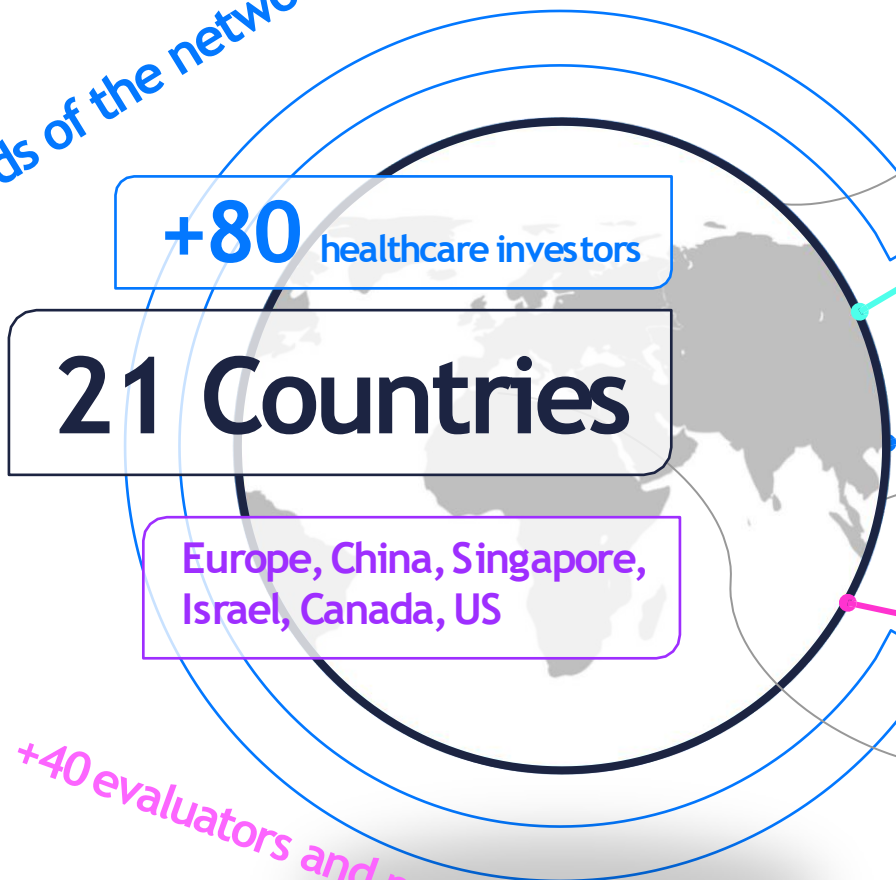
A unique network specialized in

- boosting early-stage equity fundraising ( Seed to Series A)
- with a large panel of specialized **healthcare investors**
- Exclusively for European healthcare startups

We foster  
**deal-making** connections  
across borders

# Our investing members

+100 friends of the network



+80 healthcare investors

21 Countries

Europe, China, Singapore, Israel, Canada, US

60%  
Early Stage  
VCS

20%  
CVCs &  
Family office

20%  
Angel Network  
+ EBAN, BAE

+40 evaluators and mentors



# Achievements

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Investor Connections

252 Events & Pitches  
+500 investor deep dive

Fundraising Support

Mentoring- workshops

Deals

36 M€ raised

# Series A Crossborder



1



## Seed stage French Syndication

Digital Health

1.8 M €



## Series A stage French/ German Syndication

Digital Health

10 M €

# Series A Crossborder

1



Series A stage

**French/ Belgium/ Israeli/ Italian Syndication**

Biotech

5.4 M €



Family office- VC – Angels  
Network

Raised up to date : min 500 K

Looking to raise: 1-6 M €

# INVESTOR NETWORK

Accelerating early-stage equity funding for promising healthcare start-ups

The EIT Health Investor Network connects qualified companies seeking early-stage funding with the first pan-European network comprised of more than 80 healthcare investors across 18 countries.

## Check your Eligibility

- Registered in Europe
- Seeking between €1M and €6M in equity
- Seed, bridge, or Series A round funding
- Delivering an innovative/disruptive solution in Biotech, Medtech, and Digital Health ( TRL 4 minimum)
- You have demonstrated a real added value versus competition
- You have a clear development strategy in a sizeable market
- You have a well-thought-out business model
- You are building a strong IP portfolio
- You have a clear exit strategy ( < 7 years)
- You have a well-rounded team with an experienced, international advisory board & KOLs
- You have already raised a minimum of €500 K
- You have international ambition and high growth perspective

[Apply Here](#)

If you address the selection criteria



INVESTOR NETWORK

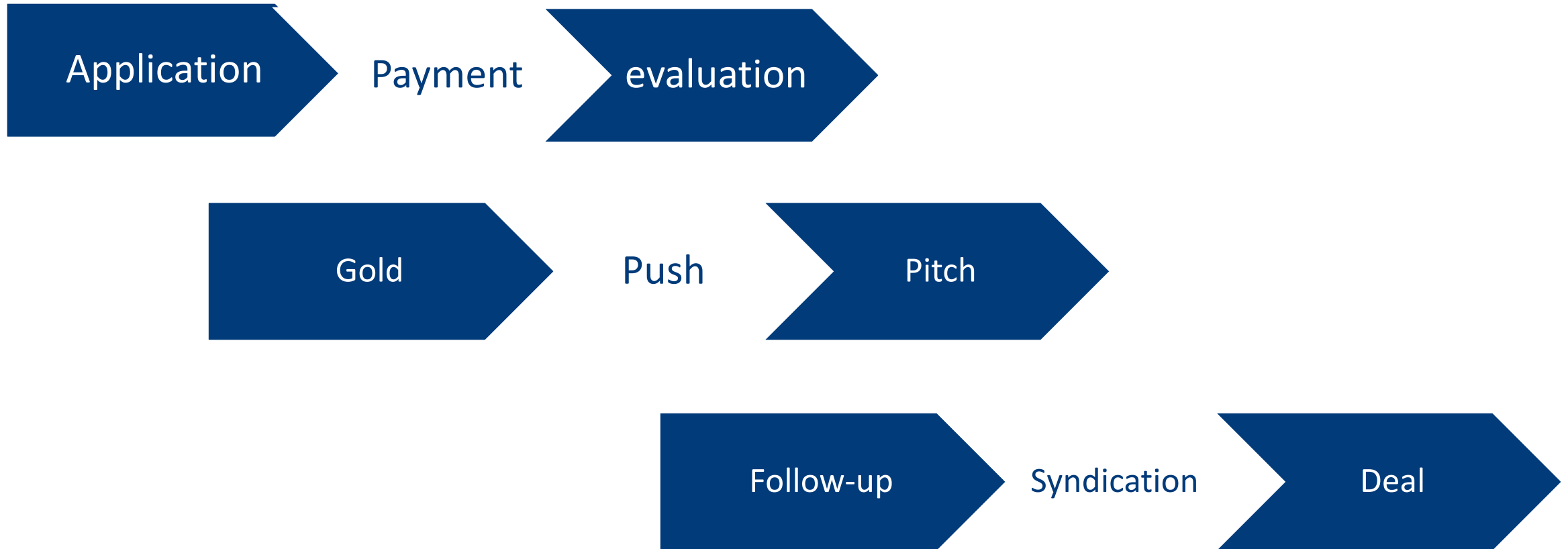
# We present the best-in-class

## Evaluation Grid

<b>Accepted</b>	100%	Outstanding Business opportunity	<b>GOLD Category</b>
	90-99%	Excellent	
	80 - 89 %	Good- sound plan but a few areas that need to be refined	
<b>Not approved</b>	70- 79 %	Above Average (this project has some good areas but needs reevaluation)	<b>SILVER Category</b>
	60-69%	Average some areas covered in details yet other areas show weaknesses	<b>BRONZE Category</b>
	50- 60%	Below average	
	below 50 %	Poor	

# Process

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# Value proposition for Investors

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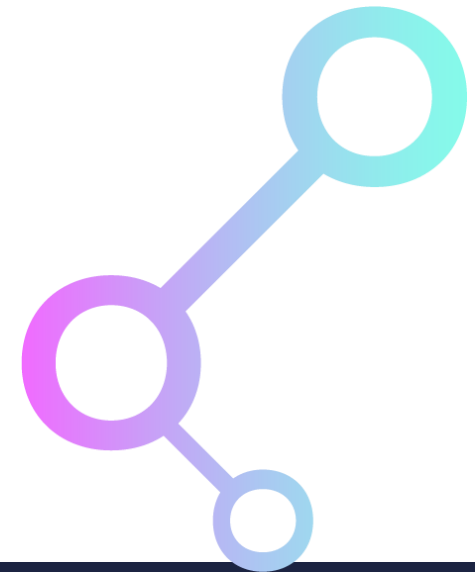
- Access to **QUALIFIED & derisked European deals**
- Access to **DIVERSIFIED NETWORK OF PLAYERS OF THE EQUITY SCENE**
- Support for **PORTFOLIO COMPANIES**
- Access to Events/ panels and curated news **IN HEALTHCARE**
- Support for **SYNDICATION OPPORTUNITIES**



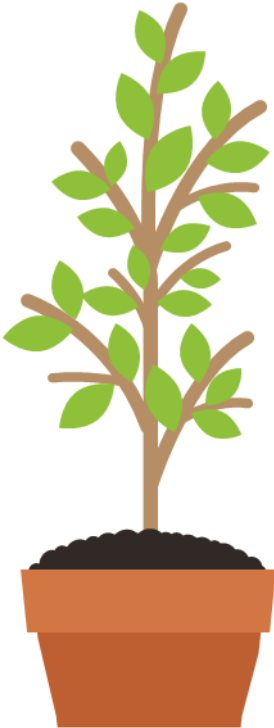
# Value proposition for Start-ups

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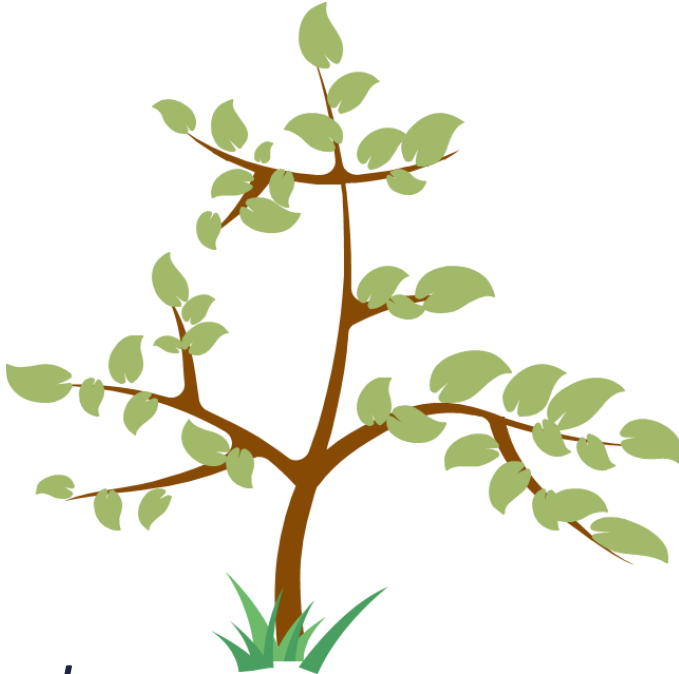
- Expert advice on fundraising and scaling up
- Expert advice
- one-on-one support
- Access to **QUALIFIED & DIVERSIFIED NETWORK INVESTORS ACROSS 18 COUNTRIES**
- Faster & more **EFFICIENT FUNDRAISING**
- VALUABLE **RECOMMENDATIONS**
- **SYNDICATION** support



# The Incredible power of a network



**INSPIRING TRUST &  
BOOSTING QUALITY RECOMMENDATIONS  
FOR EASIER CROSS-BORDER DEAL MAKINGS**



*From Start-up.....to .....Scale-up*



Thank you

<https://eithealth.eu/programmes/investor-network/>

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