Infrastructure

Total area: 2800m², 50% laboratories.
We will help:

• Prepare and submit projects
• Manage joint collaboration
• Find cooperation links
• Prepare business plans, market and risk analysis
• Find investments
• Organize seminars and trainings
BioMed Incubator

- Since 2005
- Focus on biotechnology, (veterinary) medicine, life sciences
- Innovative & technology based
Health Technologies
SMARTdo| healBED
Biotechnology
Festera Bioboxes OÜ
Leidurid OÜ
Food technology
FudLoop OÜ

Laboratory medicine, diagnostics
Migrevention OÜ
Kinasera OÜ
RNAexact OÜ
ZipPrime OÜ
GenDiTest OÜ

Natural cosmetics
Furcella OÜ (Berrichi brand)
LoondSPA OÜ
Vetik OÜ

Veterinary Medicine and Animal Sciences
Neopafet OÜ (VOH brand)
Winsect OÜ
Cooperation

• European projects: CELIS, Connected Health cluster, BIC+, EIT Health, EIT Food etc.

• National projects: Competence Centre for Health Technologies, BioMed Incubator, etc.

• Collaboration networks: ScanBalt BioRegion, SUBMARINER Network, Estonian Connected Health

• Close collaboration with biotechnology parks and IRCs in Europe and USA

• Co-organiser of sTARTUp Day business festival

• Member of European Cluster Collaboration Platform
Tartu Biotehnoloogia Pargi meeskond

Contact: biopark@biopark.ee
www.biopark.ee

Tigi 61b
50410 Tartu
Estonia

Sven Parkel
Tegevjuht

Jaanus Pikani
Vanemkonsultant ja partner (koostöö)

Andrus Tasa
Konsultant ja partner (infra)

Eleri Seer
Projektijuht

Marie Külvik
Koordinaator

Konsultant ja partner (infra)

(infra)
We’re part of EIT: Europe’s one-stop shop for innovation

What is the EIT?
The European Institute of Innovation and Technology (EIT) drives innovation in Europe by supporting entrepreneurs, innovators and students across Europe to turn their best ideas into reality.

How does the EIT work?
- Trains a new generation of entrepreneurs
- Develops innovative products and services
- Power start-ups and scale-ups

EIT Climate-KIC
Working to accelerate the transition to a zero-carbon economy

EIT Digital
Driving Europe’s digital transformation

EIT Food
Leading a global revolution in food innovation and production

EIT Health
Giving EU citizens greater opportunities to enjoy a healthy life

EIT RawMaterials
Developing raw materials into a major strength for Europe

EIT InnoEnergy
Achieving a sustainable energy future for Europe

The EIT’s Innovation Communities create and find innovative solutions to major societal challenges

Europe’s one-stop shop for innovation

6100+ Jobs created
900+ New products and services
1.58€ Investment raised by EIT ventures
2300+ Graduates completing EIT programmes
2000+ Ventures supported
50+ Innovation Hubs across Europe
EIT Health - network for future solutions

European Institute of Innovation and Technology

17.10.2019 Tartu
Our programmes: Accelerator, Campus and Innovation

**Accelerator**

A catalyst to business growth to deliver transformative products and services.

Shortens the time-to-market for entrepreneurs, start-ups and SMEs, while creating new jobs and contributing to a thriving health economy.

---

**Campus**

Bridges the gap between academia and enterprise to upskill professionals on new innovative techniques, providing the practical knowledge and inspiration to deliver future innovation.

Engages learners across society, from citizens to established healthcare professionals.

---

**Innovation**

Connects bold approaches to the people who can make them a reality by turning them into a commercially-viable product or service.

Builds a task force of world-class experts from business, research and education.
EIT Health Accelerator offer

From incubating an idea, developing and validating a business plan, through to scaling up by attracting investment, and scaling out to new markets.

Through hands-on training such as the Mentoring and Coaching Network, and the Bootcamp activities.

Within and beyond Europe, e.g. through the Bridgehead activity.

By providing you with activities that make you investor-ready and financial tools, e.g. Catapult, Gold Track and Investor Network & Venture Centre of Excellence activities.

By diving into the network through, e.g. through Start-ups meet Pharma and Start-ups meet Healthcare Providers.
Program overview in brief

<table>
<thead>
<tr>
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<th>Incubation</th>
<th>Validation</th>
<th>Scaling</th>
<th>Fundraising: Seed, Series A/B</th>
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<td>VCoE</td>
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- ★ Access to funding
- ★ Access to knowledge with mentoring, coaching, business validation
- ★ Access to challenges from pharma industry and healthcare providers
- ★ Access to new European and global markets
- ★ Access to world class experts (investment readiness)
- ★ Access to investments
## EIT Health Accelerator Portfolio Timeline 2021

<table>
<thead>
<tr>
<th>DEC</th>
<th>JAN</th>
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<td>Bootcamp 1st wave 1: DEC 16 - MAR 16</td>
<td>Bootcamp 2nd wave: MAR 17 - JUN 15</td>
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</table>

**Access to:**
- **Knowledge**
- **Stakeholders**
- **Market**
- **Finance**
- **Grant for option**
Catalogue of 2021 Acceleration Programmes

EIT Health invites entrepreneurs, startups, and SMEs to submit applications to our programmes and accelerate your growth.

Stay updated, follow us on social media:
@eithealthscand

Open support programs and opportunities:
https://eithealth.eu/get-involved/live-opportunities/

Scan the QR code below
Bridgehead

Who can apply
European start-ups that sell their product or services in at least one market in Europe, deliver transformative products and services in biotech/medtech/digital health, and have fewer than 250 full time employees.

Programme description
Two sub-programmes; Europe: driving the expansion of your venture from one European market into another through our partners. Global: helping you expand your European health scale-up to markets outside of Europe.

Application dates
11 January – 16 March 2021 (23:59 pm CET)
1 April – 14 September 2021 (23:59 pm CET)
You can apply for Europe or Global or both at the same time and on the same application, but can only participate in one.

More info
https://eithealth.eu/bridgehead/
Bridgehead Europe and Global

Offered countries EUROPE:

Offered countries GLOBAL:
USA ; China ; Canada; Japan; Argentina; Mexico; Brazil

Funding
EUR 30k-40k voucher

Programme Cost
A 6% success fee of your company’s revenue in the new market, capped at three times the amount of the grant amount or three years after completing the programme

Result-oriented
Getting out of this programme with tangible results

Access
Access to testing, experiment and validation infrastructure

Matchmaking framework
One kick-off meeting where you can discuss with all the CATalysers from our network

Flexibility
You decide where to go and which internationalisation services your need

Door-openers
Local guidance and knowledge

Tailor-made
You get individualised service offers tailored to your needs

elt Health is supported by the EIT, a body of the European Union
Gold Track

Who can apply
Start-ups that operate in healthcare/life sciences, such as therapeutics, diagnostics, platform technologies, are privately-owned with less than 50 employees.

Programme description
Our investor readiness can get you access to the mentorship and visibility that you need; A world class programme that provides unrivalled access to inspiring leaders, 1:1 coaching, and Access EIT Health’s Accelerator.

Application dates
Deadlines:
- 20 February (23:59 pm CET)
- 19 June (23:59 pm CET)
- 16 October (23:59 pm CET)

https://eithealth.eu/project/gold-track/
Crowdfunding

Who can apply
Open for excellent start-ups/scale-ups from across the entire EU in the areas of MedTech, Biotech and Digital Health.

Programme description
Our investment tools can help you raise your next round; The first pan-European venture capital platform exclusively dedicated to fostering and funding innovations in the health sector.

Application dates
Ongoing

financing Europe’s next healthcare unicorns

https://eithealth.eu/project/crowdfunding/
Investor Network

Who can apply
Companies delivering transformative products or services in biotech, medtech, or digital health that are seeking €500K to €10M for seed, bridge, or Series A round funding.

Programme description
Our investment tools can help you raise your next round; connects health-oriented investors and promising start-ups through cross-border financing and co-investments.

Application dates
Ongoing. You can apply for Crowdfunding and express interest in VCoE at the same time on the same application, but you can only participate in one programme.

More info
https://eithealth.eu/project/investor-network/
Venture Centre of Excellence (VCoE)

Who can apply
Highly innovative European Life Science start-ups looking to increase their visibility towards international investors as they seek to complete their fundraising rounds in Series A, B and up to pre-IPO.

Programme description
The VCoE is an Open Innovation programme connecting investors and other key stakeholders from the life sciences and healthcare ecosystems to highly qualified pan-European deal flow, accessed through a custom A-based platform and exclusive member community.

Application dates
Ongoing

More info
https://eithalth.eu/project/venture-centre-of-excellence/
IMPROVING FOOD TOGETHER

What’s OUR FOCUS?

We will transform the food system by achieving our 6 Strategic Objectives:

- **Overcome low consumer trust**: creating a smart food system that is inclusive and reassuring for everyone.
- **Build a consumer-centric connected food system**: developing a digital food supply network with consumers and industry as equal partners.
- **Educate to engage, innovate and advance**: providing ‘food system’ skills for students, entrepreneurs and professionals through advanced training programmes.
- **Create consumer-valued food for healthier nutrition**: enabling individuals to make informed and affordable personal nutrition choices.
- **Enhance sustainability through resource stewardship**: developing solutions that create a circular bio-economy.
- **Catalyse food entrepreneurship and innovation**: fostering innovation at all stages of business creation.
**EIT Food fookus?**

We muudame toidusüsteemi 6 fookusala kaudu:

1. **Alternative Proteins**: developing new/alternative protein sources through efficient and sustainable production and processing methods to yield high quality, safe, healthy, and sustainable products or ingredients for food and feed.

2. **Sustainable Agriculture**: helping increase crop and livestock productivity in a sustainable way to reduce the impact of food production on the environment and meet the growing food demand due to population growth.

3. **Targeted Nutrition**: adapting what we eat to traits such as age, gender, genetic make-up, microbiome features and disease state, and considering parameters such as lifestyle, allergies, food intolerances to promote, maintain or regain general wellness during every life-stage.

4. **Sustainable Aquaculture**: activities to drive the transition to sustainable practices in the farming of animals (including crustaceans, finfish and molluscs) and plants (including seaweeds and freshwater macrophytes) in both inland (freshwater) and coastal (brackish water, seawater) areas.

5. **Digital Traceability**: improving the safety, efficiency and sustainability of food and increase consumer trust, as well as contributing towards the digital transformation of the food system.

6. **Circular Food systems**: facilitating a shift from the current linear model (make, use, dispose) to a circular food system, implying the reuse of resources, reduction and (re)-utilisation of side and waste streams to prevent food loss and waste and to allow nutrient recycling and reduction in GHG emissions as well as water and land use.
EIT FOOD REGIONAL INNOVATION SCHEME

RIS target groups

START-UPS
- XKIC-EIT Jumpstarter
- Challenge labs
- Startup Guide
- EWA
- TeamUp
- Test farms
- XKIC - Circular Economy

RESEARCHERS
- RIS fellowships

STUDENTS
- RIS summer schools
- Expert community

PUBLIC REPRESENTATIVES
- RIS professional development
- RIS public representatives
- Regenerative Agriculture
- Policy Council
- Phenoils

SMES / PRIMARY SECTOR
- Test Farms
- XKIC - Water Scarcity
- RIS Biodiversity
- 7 RIS PoCs

CONSUMERS
- Consumer Engagement Labs
- Soil Richness
- Child microbes
- XKIC - Circular Economy
EIT Food tegevused

**EDUCATION**
Attracting, developing and empowering talent to lead the transformation of the food system

- Global Food Venture Programme
- Focus on Farmers
- Food for Thought

**INNOVATION**
Fostering collaboration across the entire food system to develop innovative technologies, products and services

- SeaCH4nge
- From Waste to Farm
- Digital Twin Management

**ENTREPRENEURSHIP**
Supporting innovative impactful entrepreneurs and startups to deliver new food innovations and businesses across Europe

- FeJuice
- Delicious Data
- Redefine Meat

**PUBLIC ENGAGEMENT**
Engaging with people so they become change agents of the food system

- Annual Food Agenda
- Food Unfolded®
- Future of Food
EIT RIS Inspire Summer Schools

The RIS Inspire Programme:
Targeted Nutrition

Food hypersensitivity is not only a challenge, it could be an opportunity! Fancy to be the innovation leader of the future gastronomy?

LEARN WITH US!
https://www.eitfood.eu/projects/ris-inspire

https://www.eitfood.eu/projects/inspire
The diagram illustrates the different stages of a startup program and the corresponding initiatives:

**Pre-Launch:** New ideas and building a team
- **Challenge Labs**
- **Jumpstarter**
- **TeamUp**
- **EWA**

**Launch:** For aspiring entrepreneurs and intrapreneurs
- **Test Farms**
- **Seedbed**

**Accelerate:** For registered startups, (pre)seed with traction indicator
- **FAN**

**Scale:** For early scaleups, past ideation phase with paying customers
- **Water Scarcity**
- **RisingFoodStars**

Key points:
- For applicants from Southern and Eastern Europe
- All Europe

**Startup Manual**

The initiative is funded by the European Union.
<table>
<thead>
<tr>
<th>March</th>
<th>April</th>
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<tr>
<td><strong>Test Farms</strong> (deadline - April 30)</td>
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<td><strong>TeamUp</strong> (deadline - April 18)</td>
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<td><strong>Jumpstarter</strong> (deadline - April 16)</td>
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<td><strong>Seedbed</strong> (deadline - April 10)</td>
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<td><strong>Food Accelerator Network (FAN)</strong> (deadline - April 10)</td>
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<td><strong>RisingFoodStars</strong> (deadline - April 10)</td>
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</table>
We need to feed 10 billion people by 2050 (UN, 2017). Over 2 billion people are currently overweight (WHO, 2018), while 800 million are undernourished (FAO, 2019). Up to 35% of children under 5 globally are stunted, wasted or overweight (UNICEF, 2019). 1/3 of our food is wasted globally (FAO, 2019). 70% of global freshwater withdrawals come from the food industry (FAO, 2016). Food production accounts for 26% of greenhouse gas emissions (Science, 2018).

**PROGRAMMI EESMÄRK**
TeamUp programmis pannakse kokku juhtivad tehnoloogid majandusinimestega ja pakutakse neile treeningut, rahastust ja võrgustumusvõimalusi et aidata neil koos luua tugevaid põllumajandus/toidutootmis ettevõtteid.

**KELLELE?**
- **Tehnoloogilised kaasasutajad**: inimesed, kellel on innovaatilised põllumajanduse/toidutootmise tehnoloogiad või lahendused, kuid kellel on raskusi nende ärks muutmisel (nt teadlased, startupide omanikud tehnilise/teadusliku taustaga)
- **Ettevõtluse, majanduse taustaga kaasasutajad**: inimesed, kellel on oskused ja kogemused põllumajanduse/toidutootmise ettevõttete ehitamisel (nt ettevõttjad, professionaalid majanduse alal, MBA, jne)

**KUIDAS TAOTLEDA** – taotlusvormid tehnoloogia ja ettevõtlus kaasaasutajatele võib leida siit kodulehelt [https://www.eitfood.eu/projects/teamup](https://www.eitfood.eu/projects/teamup)

**TAOTLUSE TÄHTAEG** – Aprill 18, 23:59 CET

**PROGRAMMI KODULEHT**: [https://www.eitfood.eu/projects/teamup](https://www.eitfood.eu/projects/teamup)
We need to feed 10 billion people by 2050 (UN, 2017). Over 2 billion people are currently overweight (WHO, 2018), while 800 million are undernourished (FAO, 2019). Up to 35% of children under 5 globally are stunted, wasted or overweight (UNICEF, 2019).

BUSINESS CREATION
TEST FARMS

PROGRAMMI EESMÄRK

Toetada põllumajanduse tehnoloogilist arengut läbi:

• Võimaldades startupidel valideerida ja testida nende tooteid ja teenuseid, tutvustada nende tooteid potentsiaalsetele klientidele.
• Anda põllumeestele võimalus katsetada uusimat innovatsiooni, mis on tunnustatud EIT Food’i poolt.

KELLELE?

• Startupidele, kellel on innovaatiline lahendus põllumajanduse praktikate ja selle keskkonnamõjude parendamiseks, prototüüp, mida saab testida põllul, kariloomadel, kasvuhoonetes, viljapuuaredades.

KUIDAS TAOTLEDA:

• Täida taotlusvorm siin: https://www.f6s.com/test-farms-2021/apply

TÄHTAEG – April 30, 23:59 CET

PROGRAMMI KODULEHT: https://www.eitfood.eu/projects/test-farms
Why should you join the programme?

**VALUATION**
Test the functionality and need for your solution with professional farmers on different types of land, with various crops and animals.

**VISIBILITY**
Showcase your refined product to potential clients on Demo Day, organised at a farmer’s site.

**NETWORK**
Get access to the EIT Food network: agricultural companies, research institutes and startups.

**FUNDING**
Receive a 3000 EUR budget to support the travel and testing phase.
TEST FARMS

Programme overview

MARCH - APRIL 21’
Application
Explain how your solution is innovative and why you want to test it

JUNE 21’
Matchmaking
Meet and get matched with the right farmer with suitable testing conditions

JULY 21’ - JULY 22’
Testing
Test your solution in the field, then validate and improve it

JULY 21’ - JULY 22’
Demo Day
Showcase your refined product to potential clients
We need to feed 10 billion people by 2050 (UN, 2017). Over to 2 billion people are currently overweight (WHO, 2018), while 800 million are undernourished (FAO, 2019). Up to 35% of children under 5 globally are stunted, wasted or overweight (UNICEF, 2019). 1/3 of our food is wasted globally (FAO, 2019). 70% of global freshwater withdrawals come from the food industry (FAO, 2016). Food production accounts for 26% of greenhouse gas emissions (Science, 2018).

**Program Goal**
EIT Jumpstarter supports people with promising ideas of innovative products and services in agriculture, food processing and distribution, healthcare, energy, raw materials, urban mobility or manufacturing sector. Jumpstarter is a pre-incubation programme (targeted at early-stage ideas) that provides participants with basic business skills and knowledge how to structure their innovative ideas, commercialize and set up their own companies.

**For Whom?**
Scientific project teams, innovators, scientists, PhD students or master’s students who have unique solutions in agrifood (supply chain, food production, processing, distribution, packaging and tracking, healthy nutrition, reduction and valorisation of food waste streams).

**Application Deadline** – April 16, 23:59 CET

**How to Apply:** [https://apply.eitjumpstarter.eu/](https://apply.eitjumpstarter.eu/)

**Programme Page:** [https://eitjumpstarter.eu/](https://eitjumpstarter.eu/)
**SEEDBED**
For entrepreneurial academics, aspiring entrepreneurs and newly formed startups looking to validate the market opportunity. A 6-month programme that aims to transform innovative ideas and research breakthroughs into market-validated business propositions.
https://www.eitfood.eu/projects/seedbed

**FOOD ACCELERATOR NETWORK (FAN)**
For registered startups with ready-to-pilot solutions. The programme connects impactful agrifood startups with industry-leading corporate and research partners to pilot their technology and drive the ultimate goal: a successful market adoption.
https://www.eitfan.eu/

**RISINGFOODSTARS**
For ambitious early scaleups, on the verge of international growth. A network organisation for successful, game-changing early agrifood scaleups, enabling its members to participate as Partners in all EIT Food activities.
https://www.eitfood.eu/projects/risingfoodstars
HOW TO APPLY – applications for all three programmes are accepted through one form on the website [https://businesscreation.eitfood.eu/](https://businesscreation.eitfood.eu/)

APPLICATION DEADLINE – April 10
ETTEVÕTETELE, KES EI OLE KINDLE, KUHU VÕIKS KANDIDEERIDA VÕI ON ABI VAJA TAOTLUSE ESITAMISEGA PAKUB EIT FOOD MEESKOND TUGE:

1. Igakuised sessioonid (Zoom)

During the Information Sessions, our team will present the most important details of each programme and help startups decide which might be the best opportunity for them. Following a short 20-minute presentation, we will leave plenty of time for questions.

The Information Sessions will take place via Zoom on the following dates: October 8, November 12, December 10 (same time for all sessions 10:00 AM - 11:00 AM CET)

Startups can sign up for the Information Sessions via this link.
We need to feed 10 billion people by 2050 (UN, 2017). Over 2 billion people are currently overweight (WHO, 2018), while 800 million are undernourished (FAO, 2019). Up to 35% of children under 5 globally are stunted, wasted or overweight (UNICEF, 2019).