



Aleap
for health startups

Preså Korn 2018

Pre-seed funding for ambitious
health companies

Pre-seed Funding

Presåkorn
2018

Pre-seed capital

- Innovation Norway has granted Aleap NOK 5 million in pre-seed capital for 2018
- The purpose of the pre-seed fund is to help startups raise money from private investors

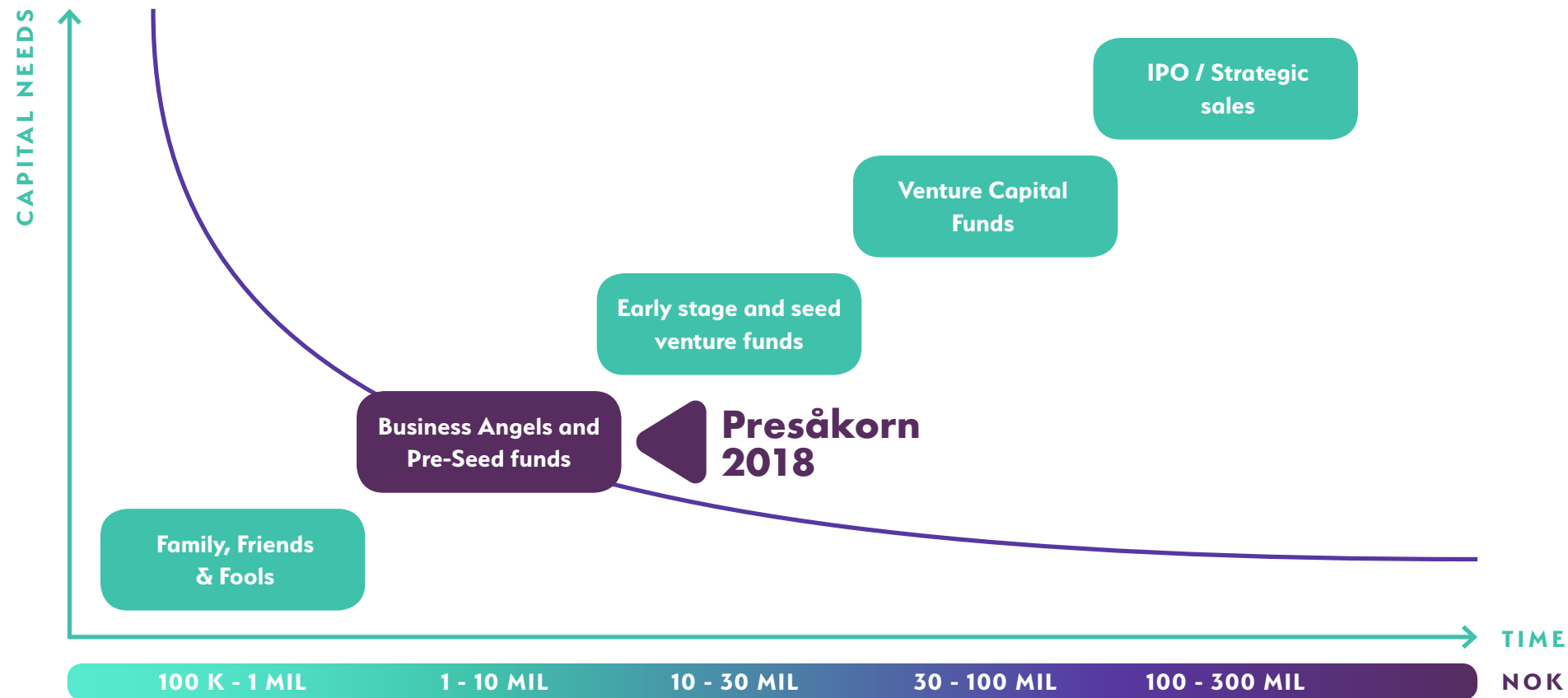
Aleap

- Largest incubator for health startups in Norway
- Offers a broad range of mentors, international network and highly skilled service providers
- Connects startups with a network of investors interested in health

Community

- Collaboration with national and international universities, hospitals and clusters like Norway Health Tech
- Situated in Oslo Science Park with two “sister” incubators; StartupLab and ShareLab
- Creates an environment which fosters collaboration and promotes open innovation

Investment scope



Applicable for whom

Presåkorn
2018

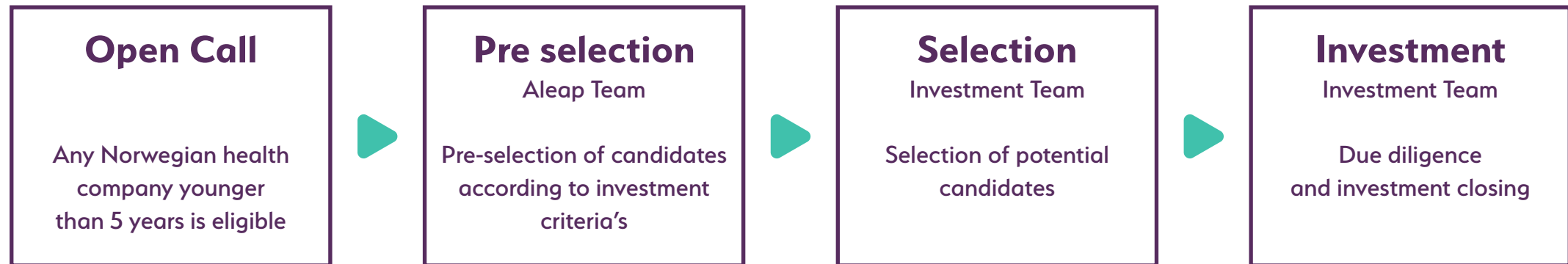
Basic criteria for all applicants

**A Norwegian health
company younger than
5 years**

**Matching capital
is required**

**Aleap membership
required once
company is funded**

Investment process



Aleap team

Kathrine Myhre

CEO Norway Health Tech

Erling Nordbø

Managing Partner Aleap

André Hansen

Partner Aleap

Øivind Enger

Sarsia Seed

Presåkorn
2018

The Aleap Team do not sign NDAs

Investment committee

Masha Le Gris Strømme

Fortuna Fix co-founder and Corporate development

Carl Christian Gilhuus-Moe

Neomed, Chairman of the board in Sonitor and Norway Health Tech

Ann Tove Kongsnes

Investor

Presåkorn
2018

Investment committee do not sign NDAs

Selection

Your presentation should cover the following:

Science

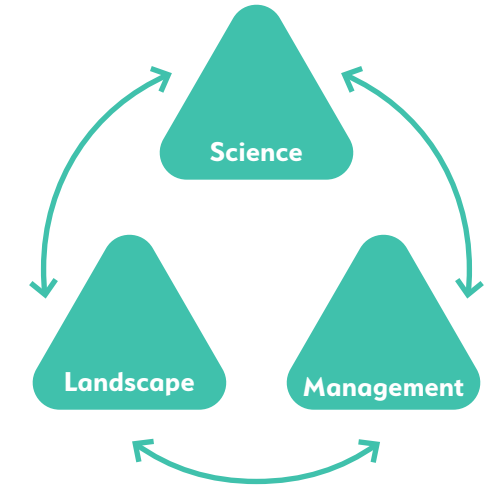
- Describe mode of action / technology
- Key data – proof of concept or technology
- Third party validation
- IPR position

Landscape

- Competitive (global) landscape
- Describe the dynamics of your indication /condition
- Technological development - readiness

Team

- Describe your team
- Outline experience and network
- Founding scientist/entrepreneur



Science

Preså Korn
2018

Describe your mode of action or technology:

- Present Proof of Concept studies (key data)
- Peer-reviewed publications, third party validation and jury selected presentations

IPR position:

- What is patented and what is the estimated time frame?
- What kind of freedom to operate do you have?
(This relates to the commercialization of the product and is different from the IPR. You can have a great IP but a weak freedom to operate).
- Considerations outside EU/US?

Key data:

- What/how many (preclinical) models have been used?
- Reproducibility of data?
- How many studies have been completed? What is the study design?
Who designed the studies?
- Is the data published/peer reviewed?

Third party validation:

- What are the KOLs / industry experts in the field saying?
- What are they working on? What are their results?
- External validation?

Landscape

Describe the dynamics of your indications /conditions:

- Understand the needs of the patients – are you targeting an unmet medical need?
- Healthcare professionals – what are they favoring as treatment modalities?
- Have you explored the payor's willingness to pay (reimbursement is often critical)
- Have you considered the patent journey?
- Are you changing the value chain? – cures vs. chronic management of disease?

Competitive landscape:

- Outline key competitors with similar technologies both in development (preclinical, clinical, pipeline products) and in the market
- Outline key competitors targeting the same indication/conditions (different technologies) both in development (preclinical, clinical, pipeline products) and on the market

KOL relationship:

- Relationships with KOLs/PIs/Medical centers?
- How interested are they in your new therapeutic modality or technology?
How is the relationship managed?

Management

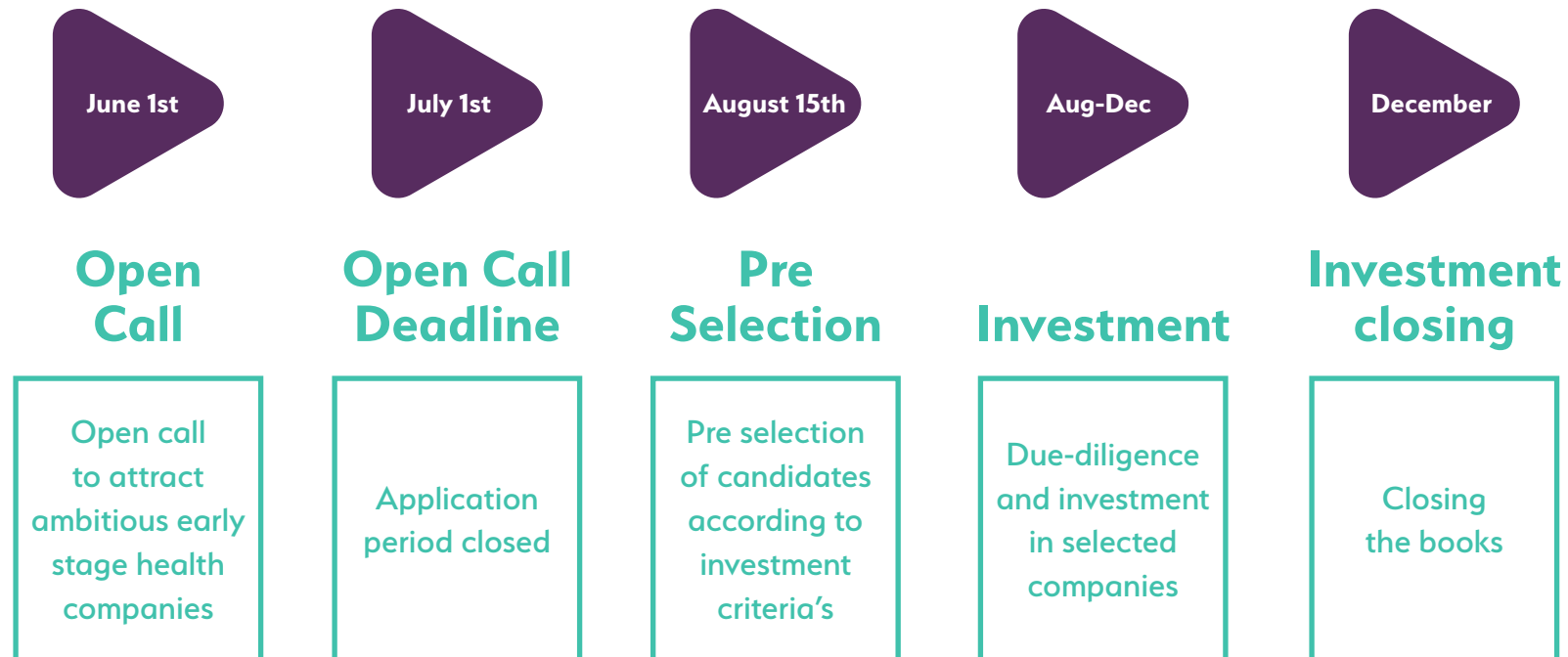
Describe your team:

- Outline a profile of key team members / founders
- Existing shareholders
- Scientific Board
- Outline experience and network
- Regulatory support

Business/Corporate development:

- Mission statement
- Clinical, regulatory, commercialization (pricing and reimbursement) strategies
- Timeline
- Funding to-date (soft and equity) and valuation
- Where are you going to raise your next rounds of financing?
- Access to KOLs and clinical center?

Time schedule



Applicants must

Apply

By sending your slide deck to Aleap -
maximum 20 slides by July 1st

We are looking for

Promising Norwegian health companies
younger than 5 year

Candidates must

Address real unmet medical needs and
document proof of concept.

Matching capital

Matching capital from private investors
is required.



Aleap
for health startups

erling.nordbo@aleap.no
www.aleap.no