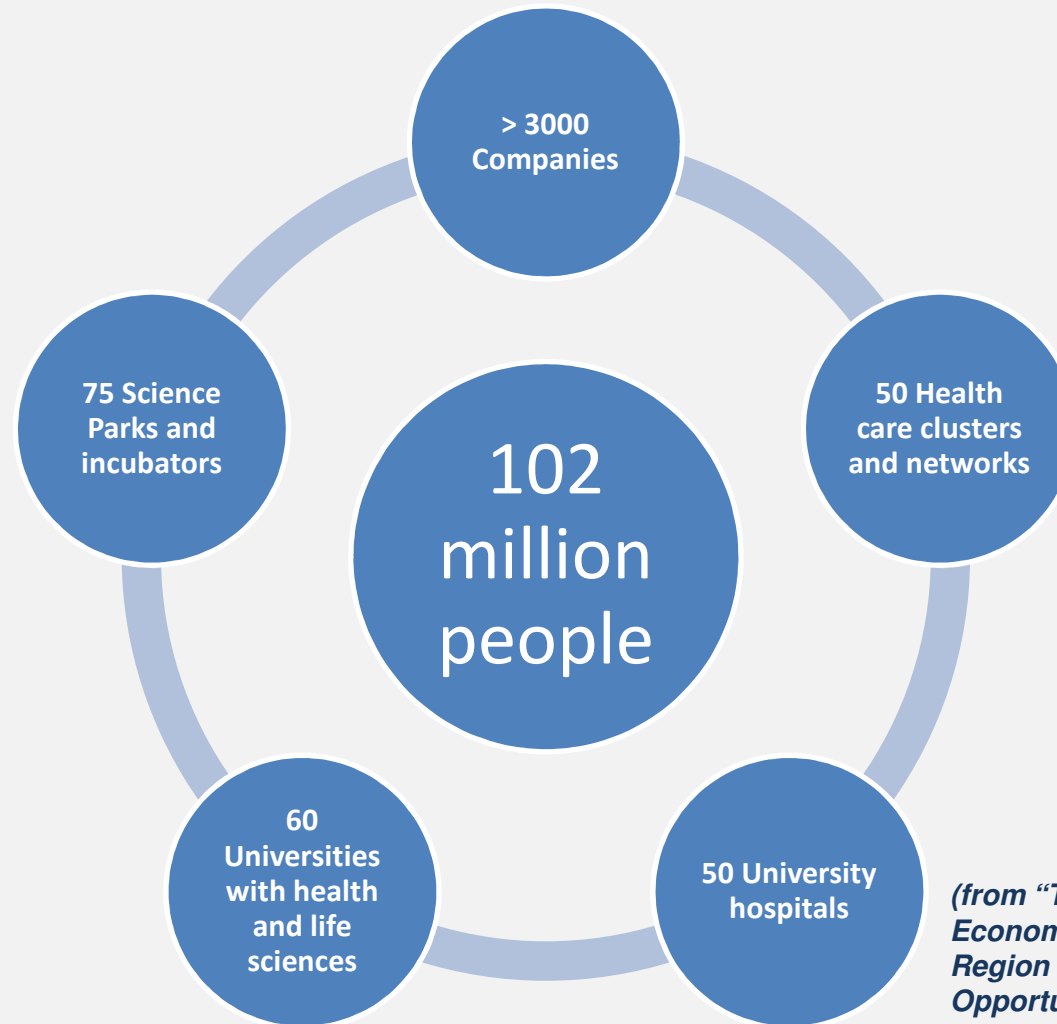


ScanBalt BioRegion:

**A Global HotSpot
for
Health and Bio Economy**



Snapshot of ScanBalt BioRegion



(from "The Health Economy in the Baltic Sea Region – Challenges and Opportunities, a Market Analysis", Nord/LB for the BSHR HealthPort project Nov 2013).

Drivers:

- Demographic shifts
- Extensive digitalization in health care
- Large scale modernization and expansion in hospital sector

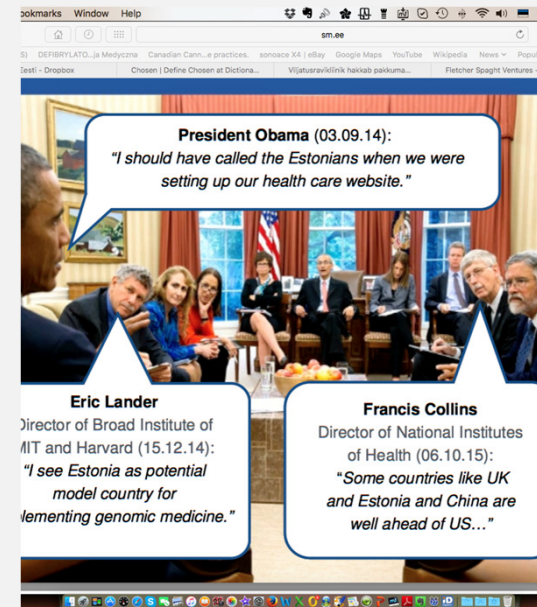
A Global Hotspot in Biotechnology Based Innovation

Fig: 2016 Scientific American Worldview ranking



Denmark	(3)
Finland	(7)
Sweden	(9)
Germany	(12)
Netherlands	(14)
Norway	(19)
Estonia	(25)
Lithuania	(33)
Poland	(36)
Latvia	(39)


But: Strong niches in the East Baltics!



Specific Bottle Necks

Source: LB/Nord Analysis "The Health Economy in the Baltic Sea Region - Challenges and Opportunities", Jan 2014; co-financed by the Baltic Sea Region programme 2007 – 2014.

- lack of commercial exploitation of ideas from health care systems
- low uptake of innovative solutions into health care systems



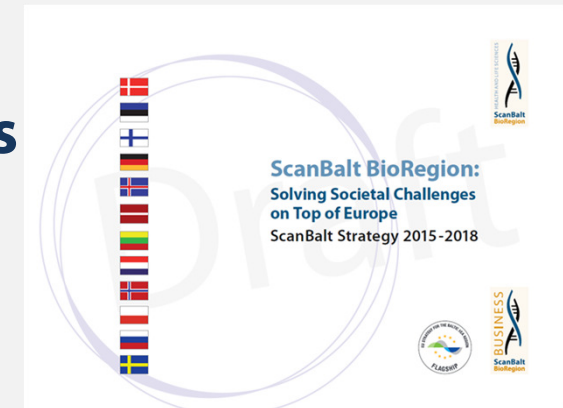
This we can do
something about by
BSR collaboration!



BSR as One Test Site for Development of Health Care Products and Services

A benefit for:

- **Patients** as it improves the health care offered
- **Regions** as it means more efficient use of existing research and innovation infra-structure and economic development
- **Rural areas** as it promote technologies improving health care monitoring and delivery
- **SMEs** which faster and easier can bring their innovations to the market



From ScanBalt Strategy 2015 – 2018 “Solving Societal Challenges on Top of Europe”



Towards Northern Europe's Leading Accelerator for Inter-regional Cooperation

2001

2017 -

Some high lights

- ▶ 2001 First round table
- ▶ 2002 First NICE pilot
- ▶ 2004 ScanBalt fmba established
- ▶ 2004 First EU project "CompetenceRegion"
- ▶ 2007 First time ScanBalt EU project coordinator
- ▶ 2009 EU S BSR flagship
- ▶ 2009 Focus on SME-Clinic interaction initiates
- ▶ 2012 Return of investments for members > 19:1
- ▶ 2015 ScanBalt Business Club established
- ▶ 2016 Strategic shift: Thematic focus and business driven
- ▶ 2017 Largest project portfolio ever

Sustainable Macro Regional
AcceleratorTest beds, digital health and
prevention

SME and clinic interaction

Shared tools and services
between clustersCompetence mapping and
collaboration models

Building network and trust



Project Portfolio as per Nov 2017

The Baltic Fracture Competence Centre, BFCC : a pan-Baltic fracture cooperation network fostering innovation within fracture management. Coordinator Life Science Nord management GmbH, GE (*INTERREG*)

IC4Health: Support for the improvement of digital health literacy in Europe. Coordinator Gobierno Los Canarios (*H2020*)

EduShare: Joint capacity building in biomedical higher education through adopting international academic standards and transferring technology between European and Vietnamese universities. Coordinator Tartu University (*ERASMUS+*)

ProVaHealth: Access to health infrastructures for startups aiming for commercialization with excellent client validation opportunities, hands-on feedback and input for product development. Coordinator Tallinn Tehnopol (*INTERREG*)

BiC: Successful commercialization of biomarkers in the Baltic Sea Region. Coordinator Region Northern Denmark (*INTERREG*)

BaltCityPrevention: an effective and cost-saving intervention model for public health authorities for prevention intervention planning. Coordinator Flensburg University of Applied Sciences (*INTERREG*)

CreAger: Elderly as an Untapped Creative Class (*LOCAL FUNDS*)





Business Club

Facilitates:

- access to investors
 - pre-screening agreements
 - access via network
 - investor organized pitching
- product and service development
 - trans-national Living Lab testing 
 - B2B or B2A match making
 - biomarker commercialization 
- market access
 - visibility and marketing
 - partnership with InnovatioCuris (India)
 - partnership with EU Gateway (Japan, Korea, China)

ScanBalt Business Club Information

Calmino group

We see the Baltic Sea Region as an important channel for our export growth

Tobias Kisker, CEO, Calmino group AB

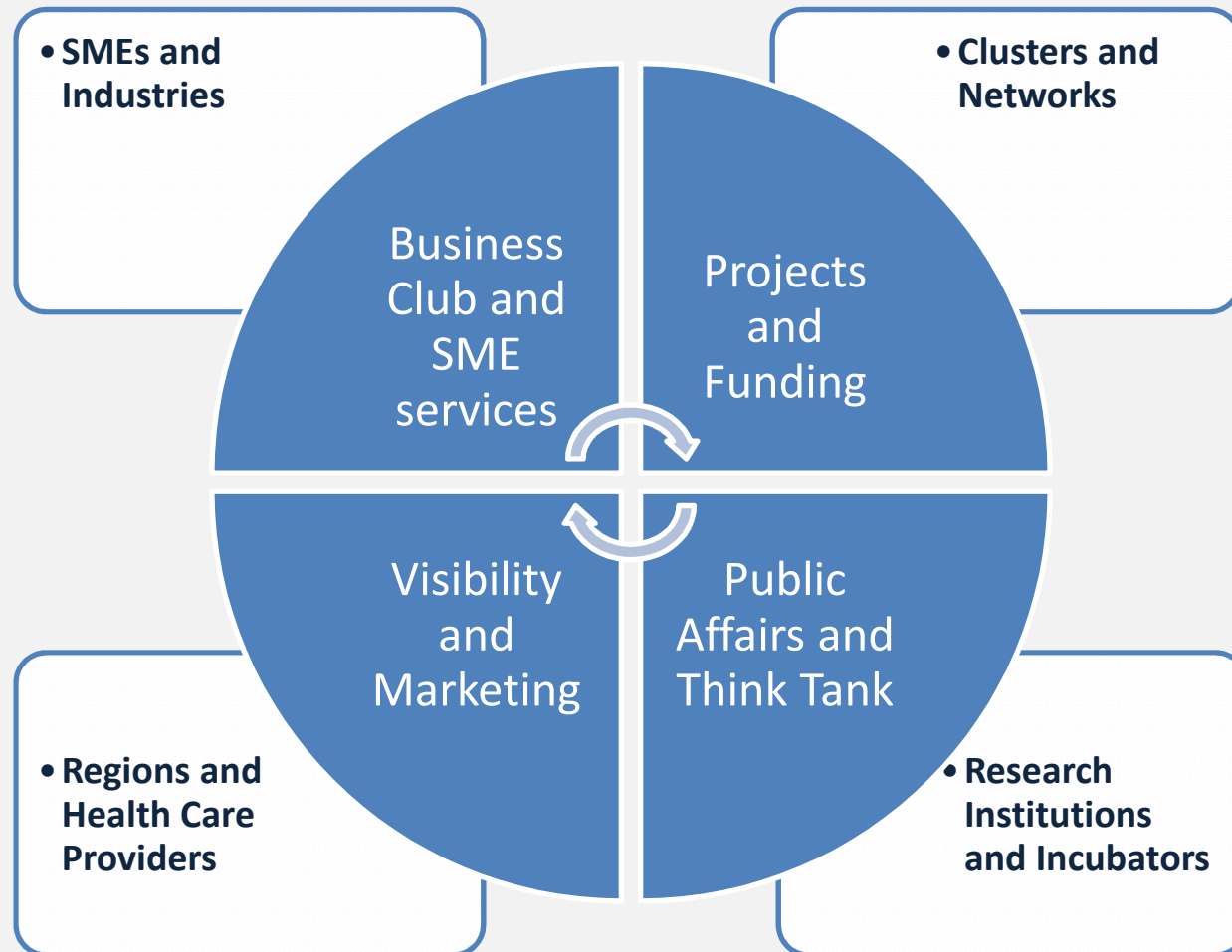
News

Buddy Healthcare, SEhatLabs and miiskin winners at the e-Health Roadshow at WHINN 2017

The e-Health roadshow took place 11th of October in Odense as part of the annual Week of Health and Innovation (WHINN) event. The event brings together decision makers, experts, investors, sellers, buyers from across



The Macro Regional Accelerator



A few numbers....

- 5 regionally financed liaison offices
- 0 central office
- 25 MEUR attracted in project financing
- ROI for members on average 19:1
- 35 regions and networks direct members
- > 100 companies in ScanBalt Business Club
- 1 full time employee, 2 part time employees
- 15.000 subscribers to ScanBalt Business Information



Life Science Baltics and ScanBalt Forum 2018

26 – 27 September, Vilnius



WHY BALTICS?

EU STRUCTURAL FUNDS. Cooperation with Baltic companies enables access to the EU structural funds (only in Lithuania up to 1 billion EUR for the period of 2014–2020)

COMPETITIVE SALARIES. Gross salaries in the life sciences sector are 2 to 3 times more competitive compared to Western Europe

TALENTS. Region offers highly qualified talent pool

TAXES. Astonishing tax environment for R&D activities

<http://lsb2018.com/>