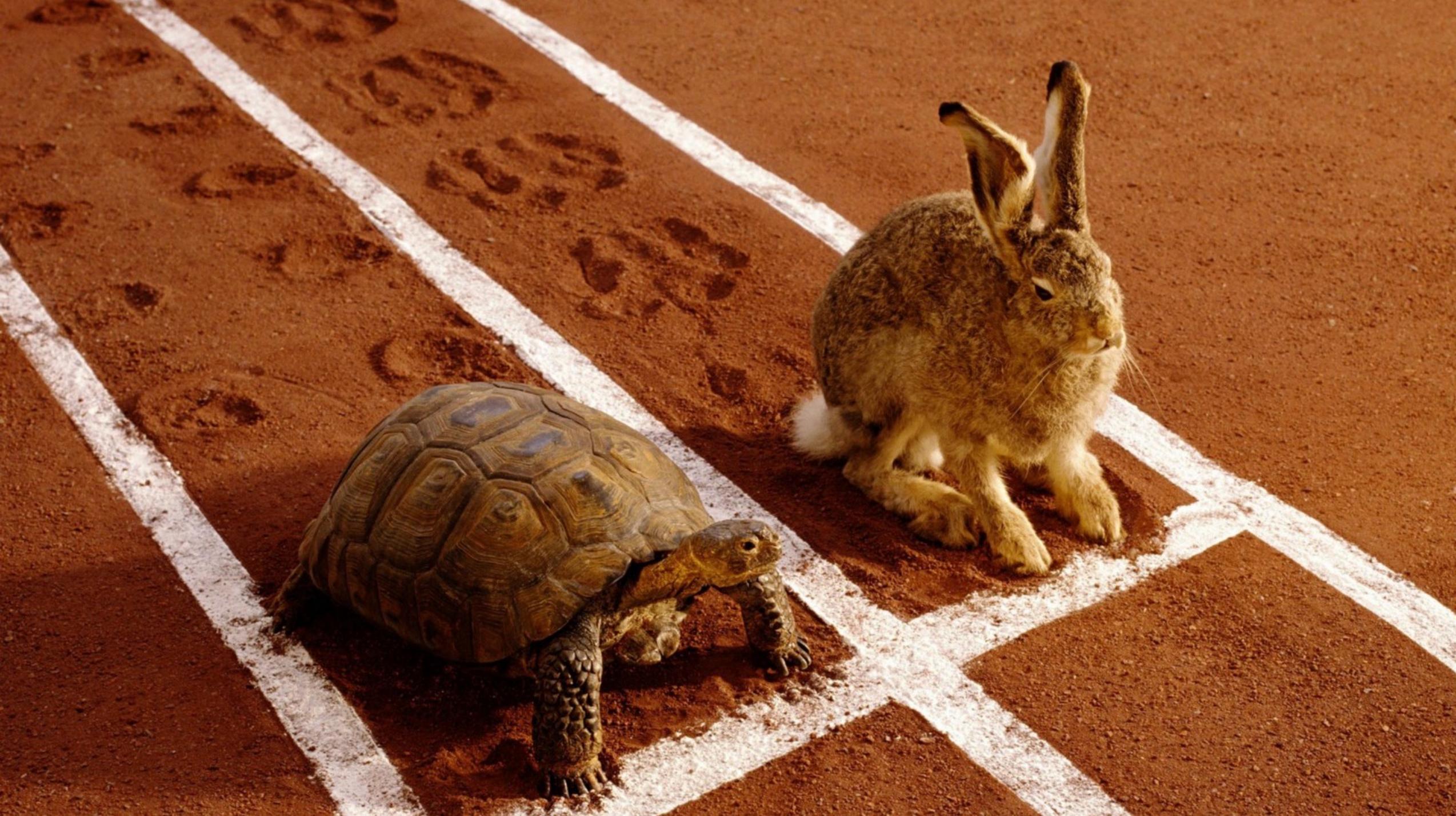


Health Tuesday 07.05.2019

How to raise capital in Life Sciences?

Petri Laine

Innovestor Ventures



INNOVESTOR OVERVIEW



FUND MANAGEMENT

INNOVESTOR VENTURES LTD
Registered AIF Manager (FIN-FSA)

IK 1 LP
(2016)

IK 2 LP
(2018)

CO-INVESTMENT PLATFORM

INNOVESTOR LTD
Authorized investment company (FIN-FSA)

**GROWTH
ROUND**

**GROWTH
PORTFOLIO**

**SECONDARY
MARKET**

ACCELERATION PROGRAMS

KASVUN ROIHU LTD

**KASVU
OPEN**

**GROW-TO-MARKET
PROGRAMS**

93 M€

assets under management

30 M€

co-invested 500 unique accredited co-investors

150+

events per year

200+

corporate partners

2014

year founded

100+

startup company
portfolio, which is the
largest private
portfolio in Nordics

1000+

opportunities analysed annually

30+

professionals with offices
in Helsinki, Stockholm
and Moscow

Innovestor Ventures: Life science, Medtech & Health portfolio



CHECKMYLEVEL

MONIDOR

pharmatest

FORENDO
P H A R M A



AUREALIS PHARMA



VALKEE

biorettec

Medanets
DIGITAL CARE & HUMAN TOUCH

PRIMEX
PHARMACEUTICALS

BIO
TENBORON

VACTECH
INNOVATIONS FOR HEALTH

Aplagon



HERANTIS
PHARMA



Some of our co-investors in medtech, life science and health



Why to raise capital in Life Sciences?

DRUGS / MEDICAL DEVICE

High margin

Long life cycles

Challenging/expensive entry level

Low competition

Focus in clinical and professionals

CE, FDA, TGA...

ISO 13485:2016

NRTL

Audits

Documentation

"SUPPLEMENTS" / NON-MEDICAL DEVICE

Low margin

Short life cycles

Easy entry level

Highly competed

Focus usually in marketing, wellness and consumers

CE



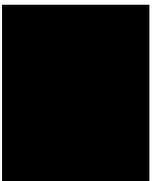
Ticks in the boxes:

- **Science**
- **Clinical data**
- **Genuine need**
- **Regulatory process**
- **Reimbursement**
- **Financials adding up**
- **Exit route – industry logic**
- **People and events**
- **Cash!**



The trends:

- **Ageing populations**
- **Fattening populations**
- **Cost of health care**
- **Digital health**
- **Genomics**
- **Personalised medicine**
- **Real world clinical data**
- **Best returns in venture (recently)**



Thank you!

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