



lifesciences@work

We help you to
build your business

Health~Holland
SHARED CHALLENGES, SMART SOLUTIONS





The Optoelectronic Integration Company

NGI Valorisation Strategy: three focus areas

NGI Genomics Centres

Valorisation integral
part of the activities

VALORISATION MANAGER
PROOF-OF-CONCEPT
VALORISATION AWARD

BUDGET: €20M (~€4M/Y)

TTO Network

Professional TTOs

TECH TRANSFER TRAINING
BEST PRACTICES
NETWORK

BUDGET: €2.5M (~€0.5M/Y)

LifeSciences@work

Coherent programme for
Life Sciences Start-Ups

TRAINING
COACHING
FINANCING
NETWORK

BUDGET: €12.5M (~€2.5M/Y)

Valorisation Advisory Board

I have an idea for a new business,
What should I do next?

Get coaching!



I need to improve my business skills,
What are my options?

Get training!



I have a (draft) business plan,
How do I get my business started?

Get financing!



I have just started a company,
Where can I get answers to day-to-day issues?

Get connected!



Accelerator stages

STAGE 1

venture challenge

Develop your initial idea into a solid business case during this 10-week educational program with boot camps, 1-on-1 coaching and mentoring

STAGE 2

expert classes

Strengthen your business case and take part in workshops on tax and legal aspects, funding and financials and clinical trials; as well as regulatory approval communications on other relevant themes

STAGE 3

value centre

Prepare your startup for growth with this business program to increase the success rate and speeding up the development to a successful market introduction



venture
challenge

Develop your business case

You learn to analyze customer value propositions, to identify key risks and assumptions, to develop a validation and de-risking strategy, to build a venture plan and get connected to experts and funders



expert
classes

Expert Classes

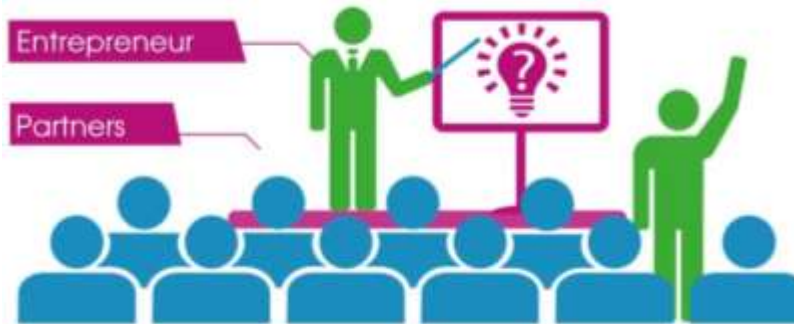
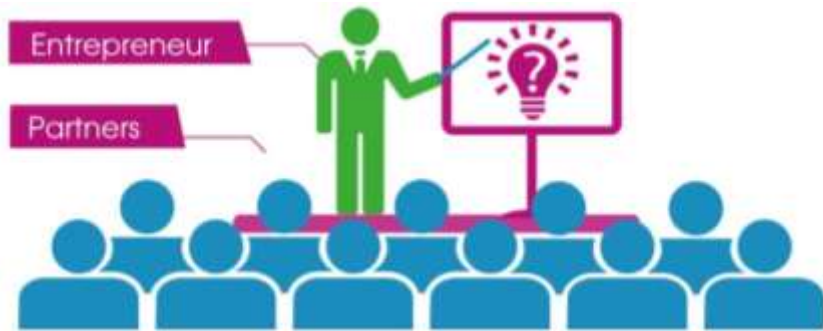
- Targeted workshops with industry experts and seasoned entrepreneurs
- 1-on-1 sessions with LS@W mentors and alumni
- Excellent networking opportunity
- Co-organized with regions!

Expert Classes for 2018

- IP & Licensing
- Funding & Partnerships
- Clinical Trials & Regulatory Affairs
- Health Technology Assessment & Reimbursement

MTP & BTP meetings

- Pitch your business case and challenges at the MedTech or BioTech Partner meeting
- Get connected to the right partner that can help you solve your challenge
- Value Vouchers to increase the success rate and speeding up the development to a successful market introduction.



2018 Partners LS@W

Accelerator Partners:

Health~Holland

LOYENS  LOEFF

Programme Partners:

 **MEDTECHPARTNERS**

**science
affairs**

Contributing Partners:

 **THUJA CAPITAL**
healthcare investors

YES! DELFT

 **DSM**

TU/e

PHILIPS
Healthcare

**THINK
INNOVATION
THINC.
HEALTHCARE**

BGV  **PAUL
JANSSEN
FUTURE
LAB /
LEIDEN**

 **HealthValley**
Netherlands

AXON
science based lawyers
SIGNIFIX

 **NLO**
NEDERLANDSCH OCTROOIBUREAU

 **Rijksdienst voor Ondernemend
Nederland**

 **M.
VENTURES**

The Venture Challenge was an engaging pressure cooker that provided us with quality guidance on how to build our venture. It also connected us with a strong and relevant network in the sector. We are grateful for the opportunity we had to participate in the programme. Now, 8 years later, our venture has successfully been sold to Philips.



The Venture Challenge allowed us to rebuild our strategy from the ground up. It forced us to rethink certain assumptions, because we were already working full-time on our venture. Many of the elements of the Venture Plan we wrote are still being used now which proves that the Venture Challenge can help you create a solid foundation for the strategy of your company.



Ide Swager & Menno Gravemaker,
Founders Momo Medical



Ruud Albers,
Founder, CEO Nutrileads

The Venture Challenge was a trigger to bring a team together. This enthusiastic team jointly wrote the NutriLeads business plan and set up a good proposition. This gave the company an enormous boost.





Giel Hendriks,
Founder, CEO Toxys



The Venture Challenge has been THE start of the company for me. The fantastic coaching, the workshops to translate academic ideas into business plans, the contacts in Life Sciences and all essential basic knowledge about entrepreneurship made me transform from researcher into entrepreneur.



Stefan Braam,
Founder, CEO NCardia

Although my idea to start a company was ridiculed by my fellow scientist, I believed I could. When Pluriomics participated and subsequently won the Venture Challenge in 2009, that's when the ball got rolling






Marijana Radonjic,
Founder, CEO EdgeLeap

The Venture Challenge was the right thing to do for us while shifting gears from an idea of starting a business to actually doing it. It gave us an opportunity to hands-on experience key aspects of entrepreneurship - and to fall for it 100%! Supported by a great team of coaches, the Venture Challenge gave us a boost of inspiration and confidence to take that final leap. After five years in business and counting, we can safely say that it was the best leap ever.





The Venture Challenge has been critical for the T Cell Factory team to optimize and pressure test our planned strategy, and the experiences we obtained in the Venture Challenge helped prepare us for the subsequent acquisition by Kite Pharma.



Ton Schumacher
Founder, Tcell Factory (Kite Pharma)



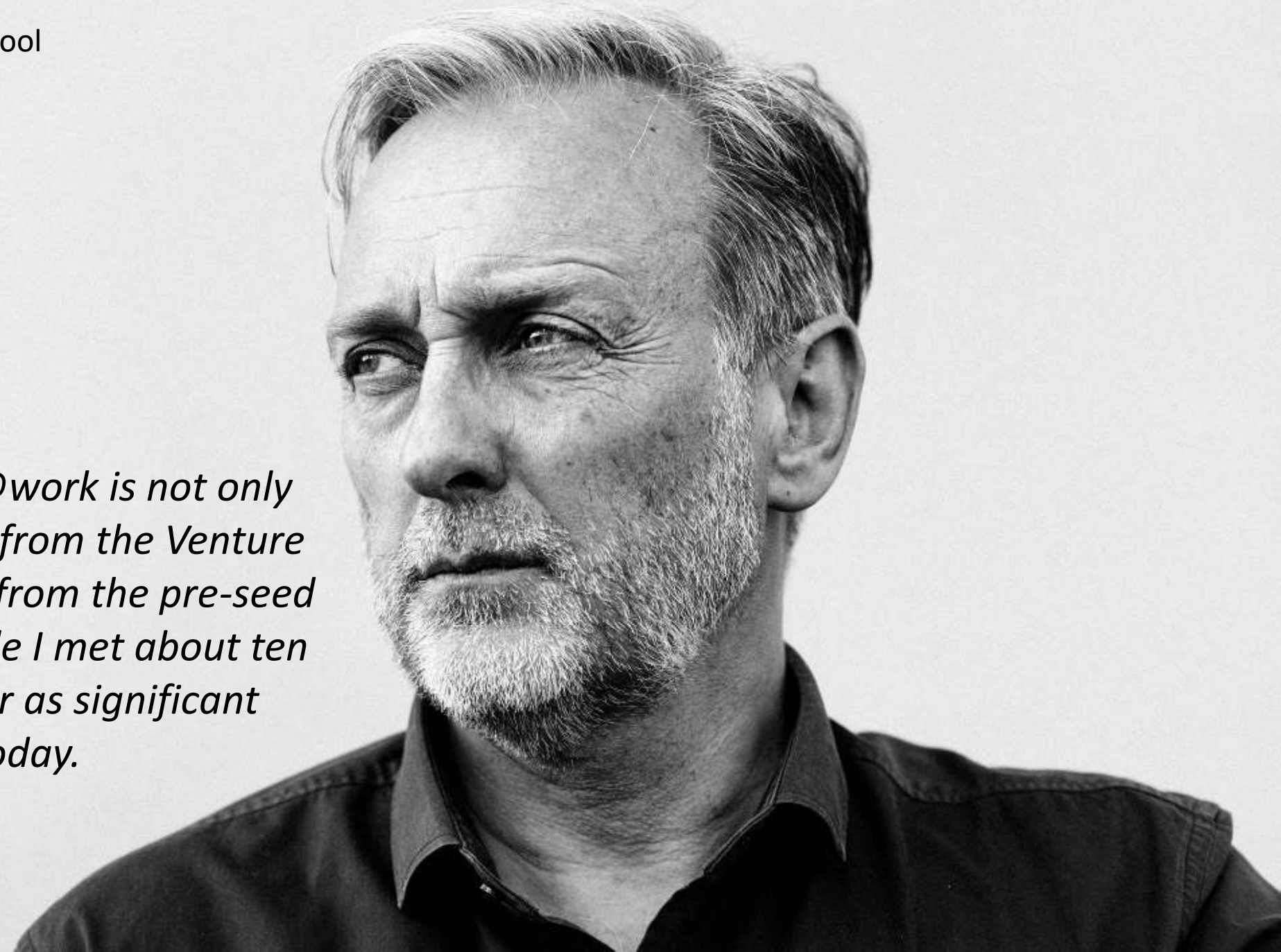
It has been such a good learning experience throughout these couple of years. And there is an increasing encouragement of academic researchers to have some appreciation and willingness to see what they can do with their research outside the wall of academia. It is incredible ambitious goal to turn a compound into a drug. The odds are against us, but we have to keep trying.



Nathaniel Martin,
Founder, CEO Karveel Pharma



Ronald Nanninga,
Founder, CEO VirtualMedSchool



The value of LifeSciences@work is not only in the knowledge I gained from the Venture Challenge and the money from the pre-seed grant but also in the people I met about ten years ago and still consider as significant additions in my network today.

Facts & Figures



900+

Proposals
reviewed



115+

Teams
coached



100+

New
businesses



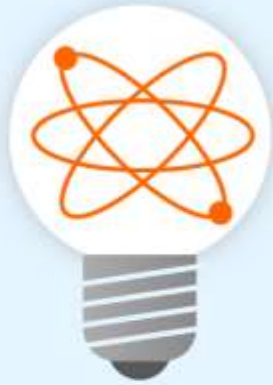
550+

New
jobs



340m+

Funds
raised



146
projects
supported



30
projects
terminated prior
to incorporation
of a startup



9
projects running
but no startup
incorporated yet



107
startups
incorporated



20
startups
stopped



9
startups
had an exit

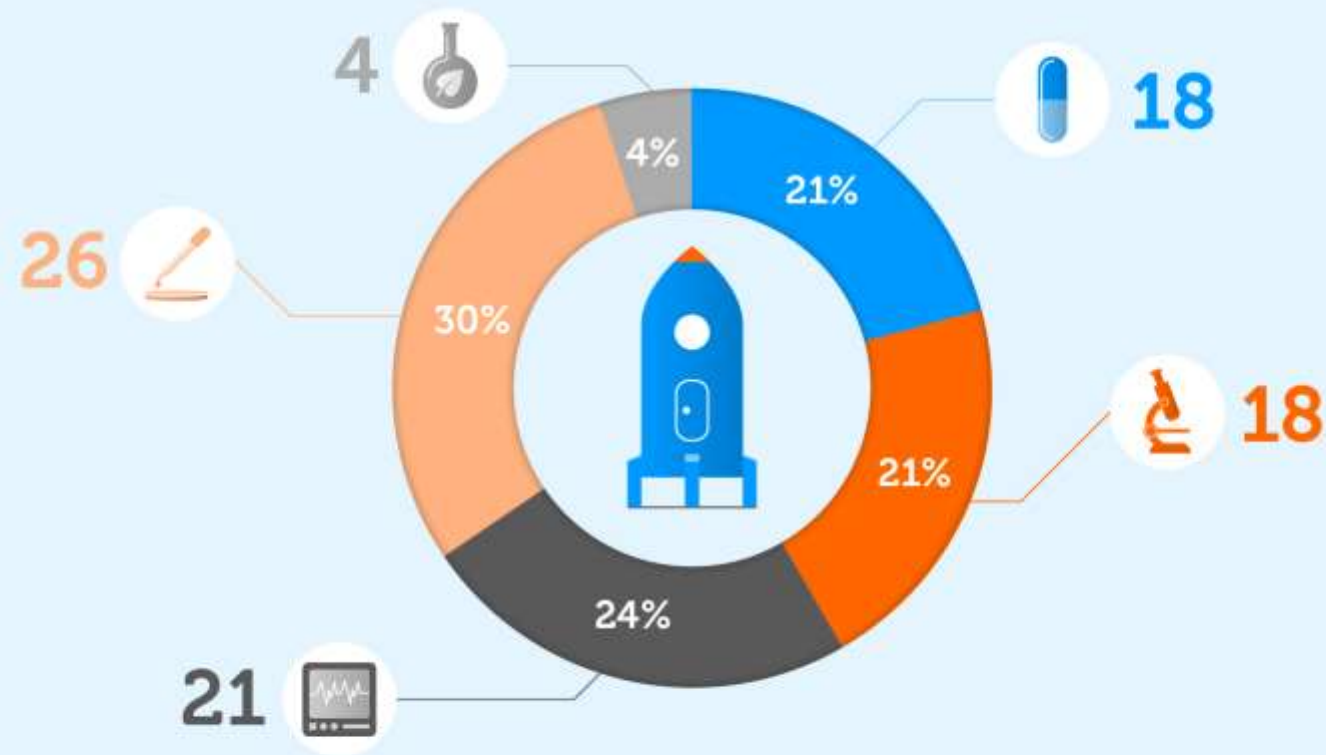


78
startups
still exist



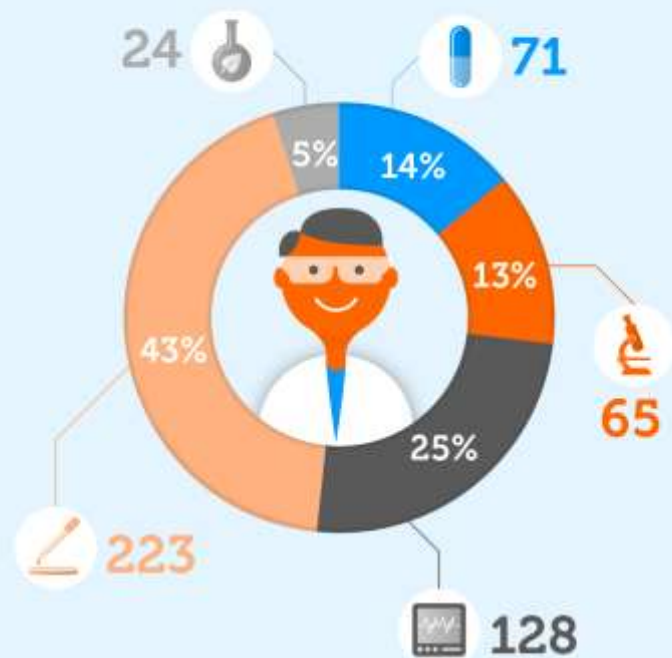
511
FTE in existing
startups

Number of startups per sector



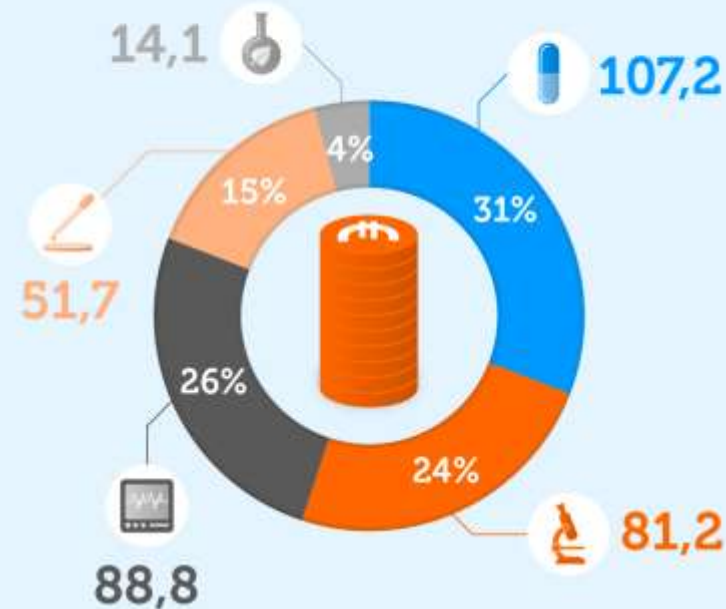
■ Therapeutics ■ Diagnostics ■ Medical Device ■ Enabling Technology ■ Biobased

FTE in startups per sector



- Therapeutics
- Diagnostics
- Medical Device
- Enabling Technology
- Biobased

Funds raised per sector (M€)



- Therapeutics
- Diagnostics
- Medical Device
- Enabling Technology
- Biobased



4

startups with
Therapeutics
in clinical trials



6

startups with
Diagnostics
marketed



6

startups with
Medical Devices
marketed



18

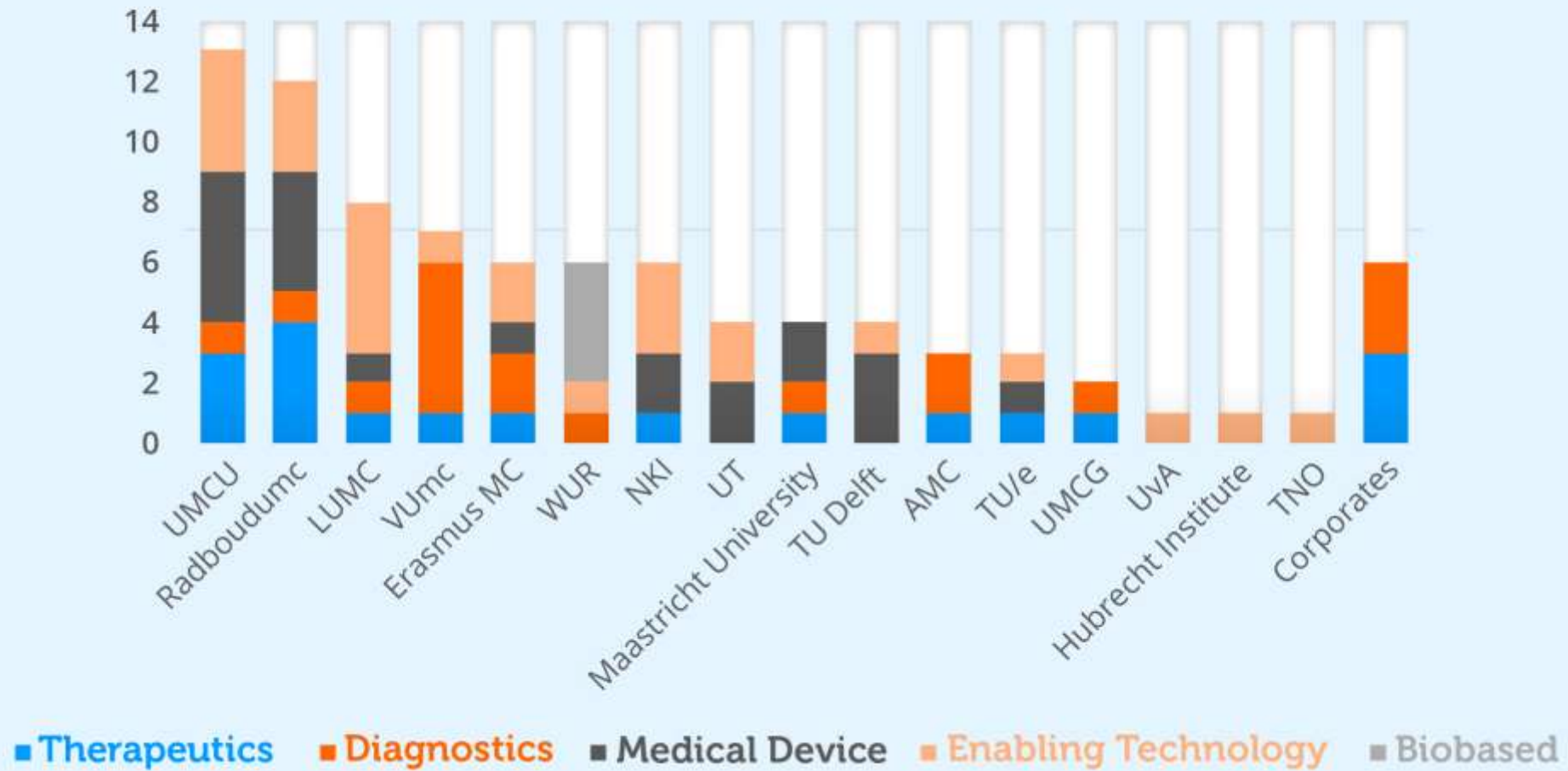
startups with
Services
marketed



3

startups with
Biobased
solutions
marketed

Origin of startups



New startups per location in time, that still exist today

2018



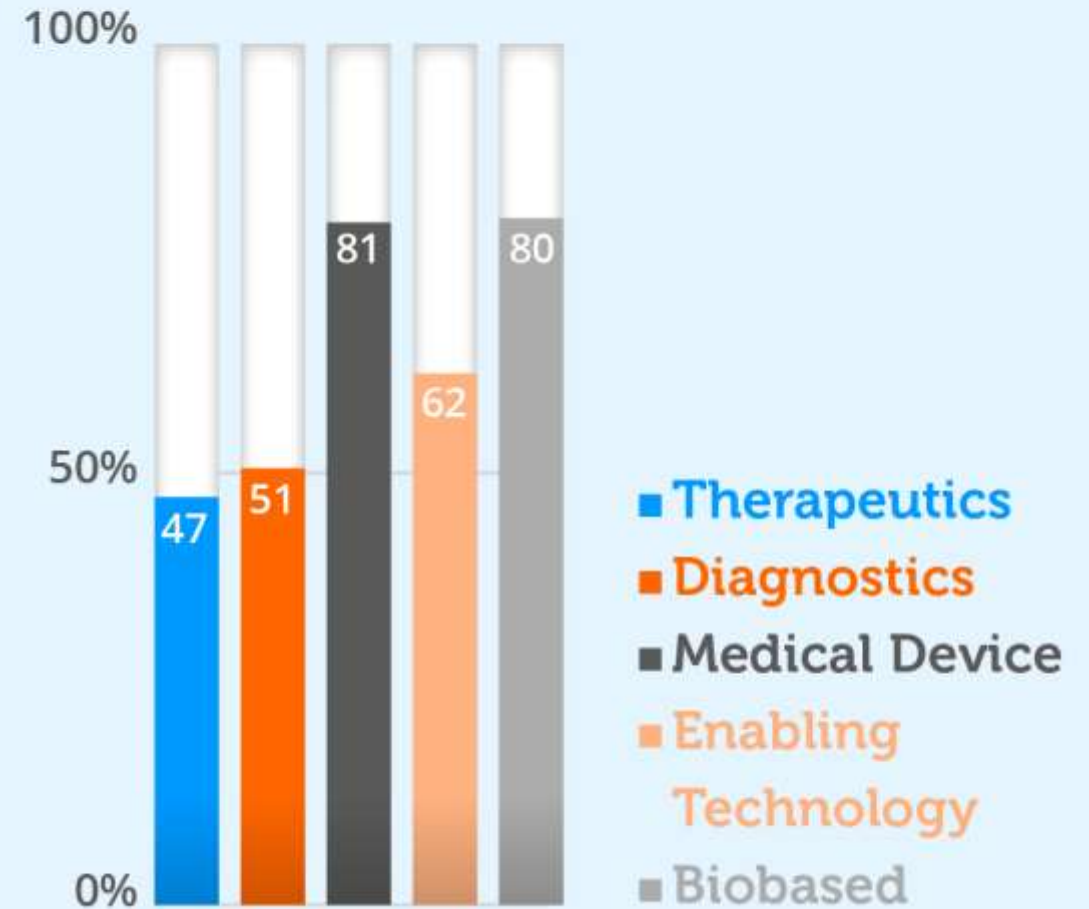
Total FTE in startups



Survival rate over time



Total survival rate per sector





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Venture Challenge Fall 2018

Health~Holland
SHARED CHALLENGES, SMART SOLUTIONS





Venture Challenge winner Spring 2018: Hybridize



venture
challenge

PROBLEM

MICROVASCULAR THROMBOSIS

60% OF CVD PATIENTS



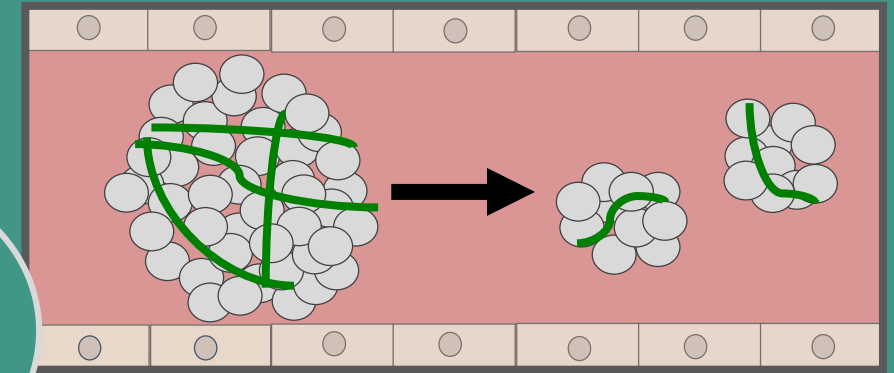
NO CURE
AVAILABLE

I/OVA
TOWARDS VASCULAR HEALTH

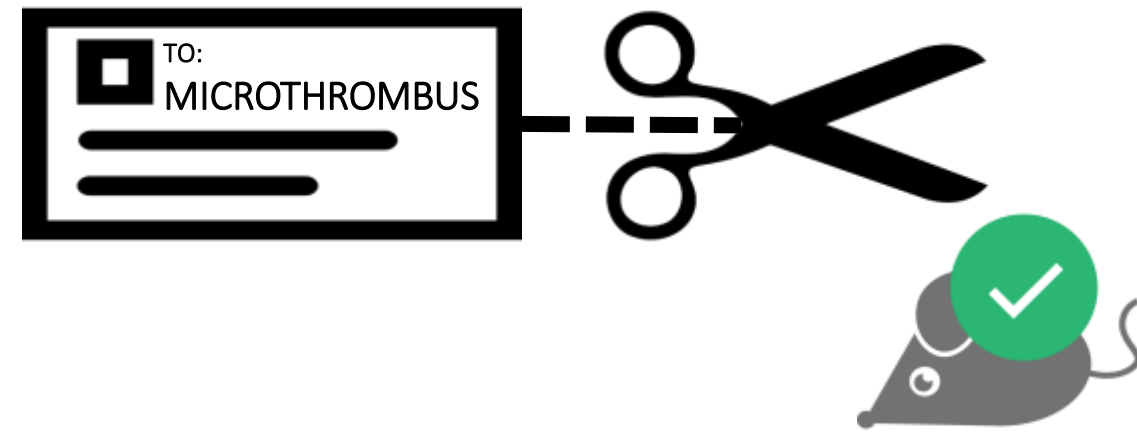
SOLUTION

MICROLYSE

MICROTHROMBUS BREAKDOWN



‘THE SILENT KILLER’



TIME IS BRAIN

1 in 10 does not breath at birth:



using NeoStartTrack for reliable data



prevents brain damage



Instant feedback on **ventilation**

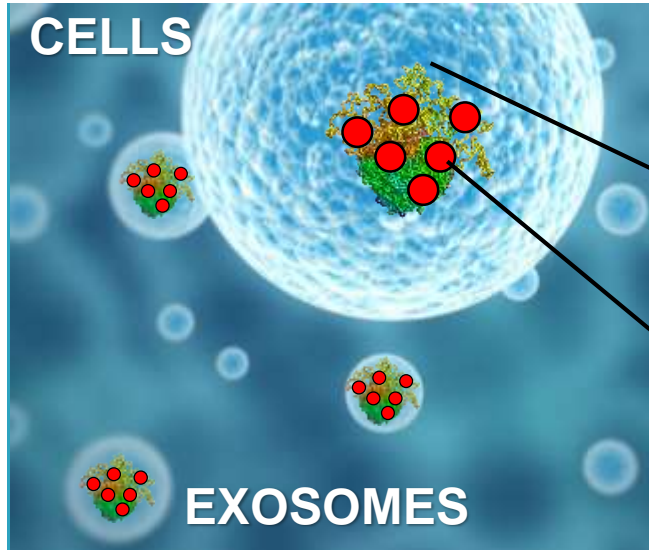
Visible and audible **feedback** on heart range



NeoStartTrack for a better start



TINY VESICLES FOR BIG SOLUTIONS



OUR CELLS CAN PACKAGE EXOSOMES!

LONG-STRAND DNA

+

PROTEINS TO FOLD & PACKAGE



SUPERIOR DELIVERY BY OUR EXOSOMES

TREATMENT OF DISEASES:

- CANCER METASTASES

- GENE THERAPY (LARGE GENES / CRISPR-CAS)

INFO@EXOVECTORY.COM

CLOSER TO THE HEART

RIVER BIOMEDICS ENVISIONS TO REVOLUTIONIZE DRUG DISCOVERY



A background image of two surgeons in an operating room. They are wearing blue scrubs, masks, and caps. They are looking at a large screen that displays medical software. The screen shows a 3D model of a human torso with internal organs, and there are various icons and text on the screen. The text 'MEDCORE' is overlaid on the screen in large white letters. Below it, the text 'HUMAN CENTRED; HEALTHCARE SYSTEMS' is also overlaid in white letters. The overall color scheme is blue and white, with a slight tint of purple.

MEDCORE

HUMAN CENTRED;
HEALTHCARE SYSTEMS



Solving the Insoluble



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We help you to
build your business

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