



# REACHING THE PATIENT

BY EXPANDING YOUR INVENTION



NLC






THE EUROPEAN HEALTHTECH  
VENTURE BUILDER



GET TO KNOW NLC

# WE BUILD VENTURES, ADVANCE HEALTH TOGETHER

We aim for a world in which innovative therapies reach the patients that need it most. We advance humanity by bringing biotech/medtech & digital innovations to the world, in a faster and more cost-effective way. Our technologies solve **Next Level Challenges**.



# WHAT WE DO AS NLC

NLC's mission is to build ventures and advance health. We have an extensive network of entrepreneurs, experts and advisors supporting us through the process. With our approach and network we know which shortcuts to take and how to avoid pitfalls.



## WE CREATE

We create companies around breakthrough science. We translate technologies into impactful ventures..



## WE INVEST

We provide capital to the created companies and we have a network of investors that can also invest.



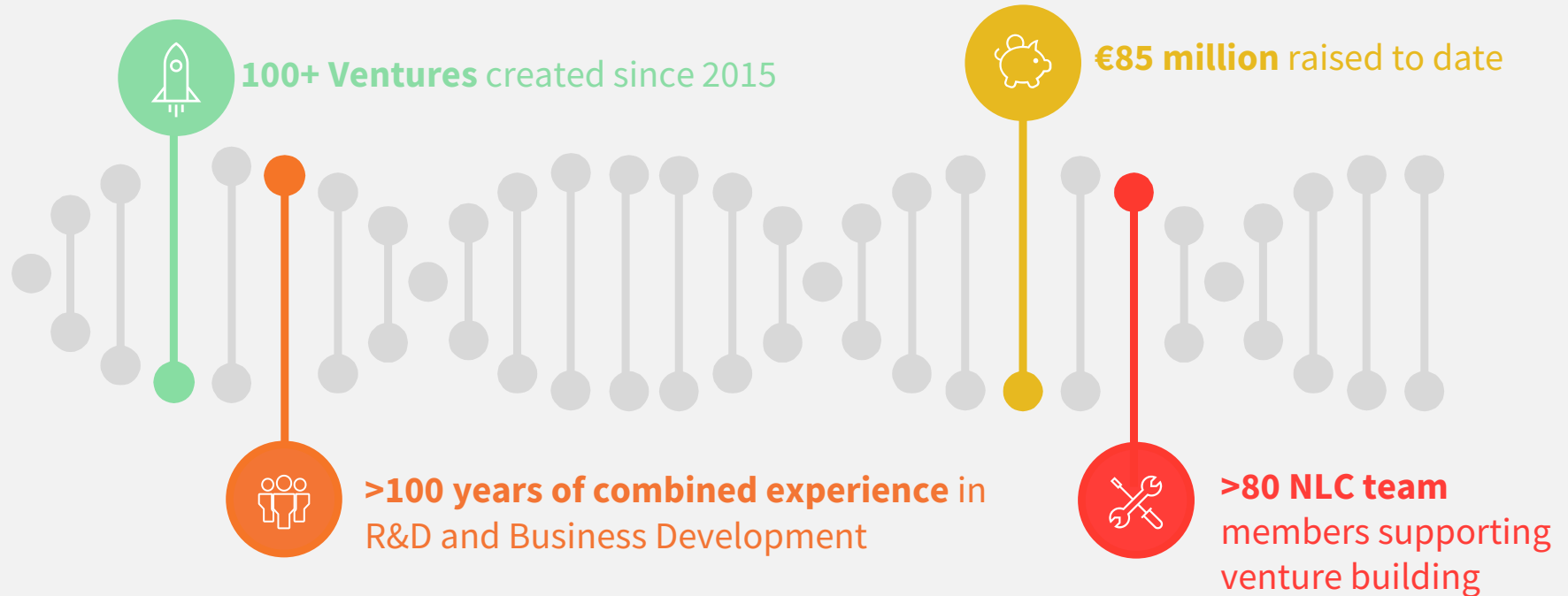
## WE SUPPORT

We support the companies along their journey. We make sure they have everything they need to thrive.



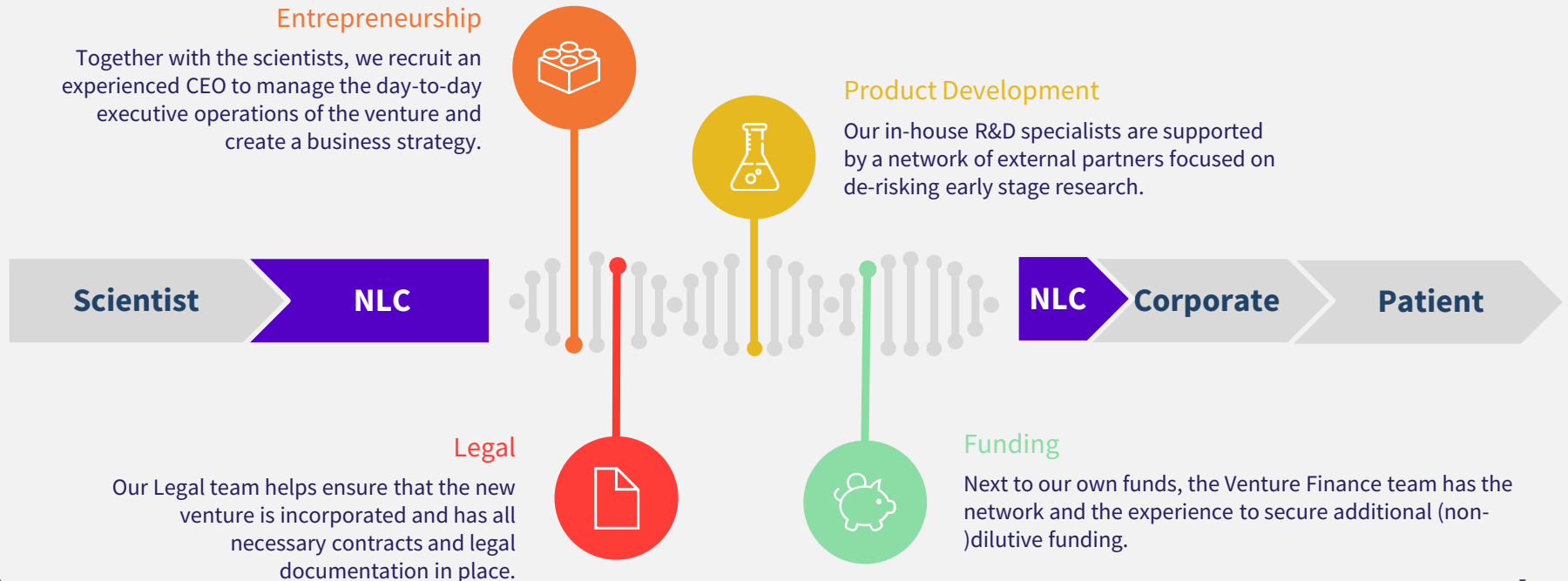
# OUR TRACK RECORD

We combine years of experience in venture creation, fundraising and the right expertise making us the powerhouse in translating breakthrough innovations into thriving companies.



# NLC IS THE BRIDGE BETWEEN SCIENCE AND REAL WORLD IMPACT

NLC searches for the best scientific projects at renowned knowledge institutions. Backed by an extensive network of experts and advisors, thousands of projects are assessed each year, and evaluated for their therapeutic potential and commercial value.



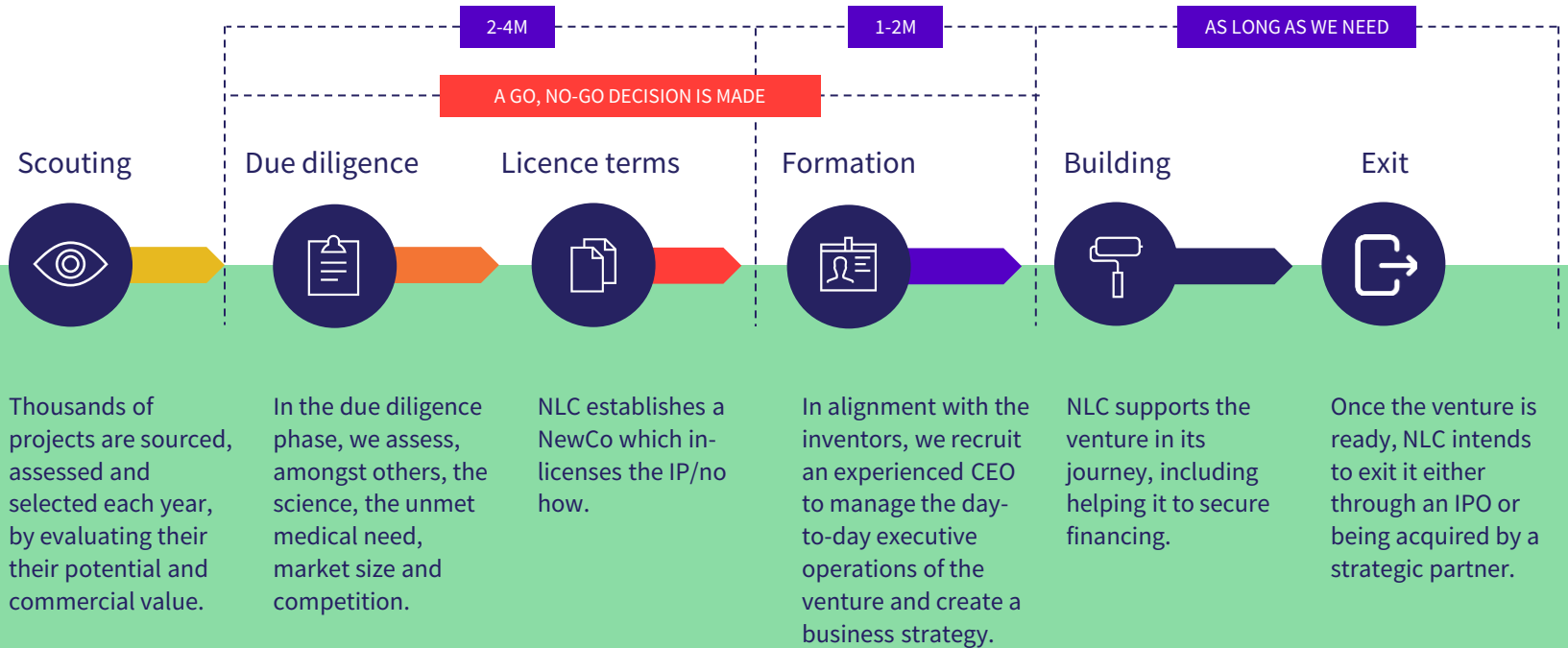
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HOW WE CREATE VENTURES

# TRANSLATING YOUR INNOVATION THROUGH OUR ESTABLISHED PROCESS

# THE PROCESS OF BUILDING

Having built over 100 ventures to date, we have designed an efficient process that paves the way for success.



# SCOUTING: NLC SEES ALL HEALTHCARE INVENTIONS

NLC searches for the best projects at renowned knowledge institutions. Backed by an extensive network of experts and medical specialists, thousands of projects are assessed each year, and filtered down by evaluating their potential and commercial value.





# DUE DILIGENCE: WE ASSESS IN A TAILORED PROCESS

To make sure NLC only builds ventures with the best projects, a due diligence is done. Several factors are taken into account.



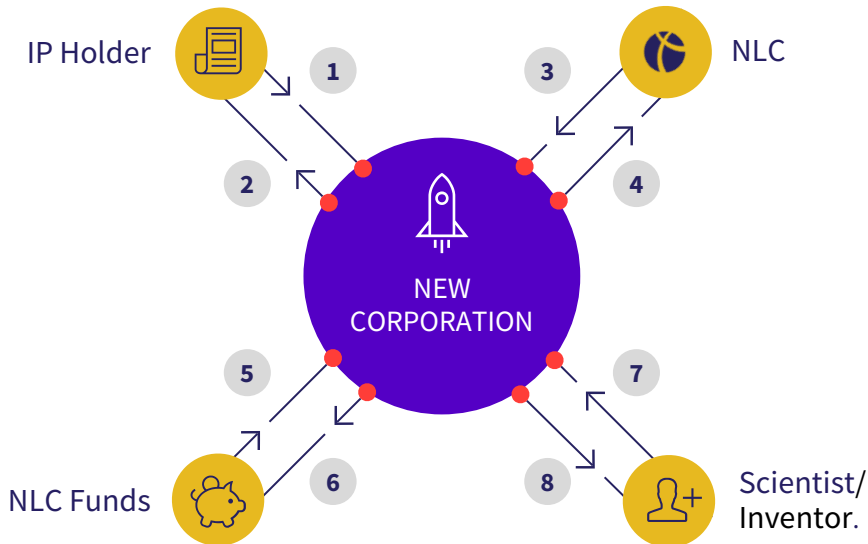
## KEY EVALUATION PILLARS

1 Science	●	What are the <b>main limitations</b> and <b>challenges</b> of the science ? What <b>studies</b> have been performed and what are <b>the results</b> ? What are the next steps?
2 Market	●	What is the <b>size of the market</b> ? What is the <b>clinical indication</b> ? How much <b>investment</b> does the project need?
3 Medical Need	●	Does the project solve an <b>unmet medical need</b> ? Is the solution <b>first-in-class</b> or <b>best-in-class</b> ?
4 Competition	●	What are the solutions currently in the <b>market</b> or <b>under development</b> ? How is the <b>competitive landscape</b> in the pursued indication and technology?
5 IP	●	How <b>strong is the IP/domain specific knowledge</b> , and what does it protect? What other <b>unfair advantages</b> does the project have?



# TERM SHEET: MAXIMISING CHANGES BY EQUATING

NLC seeks to align the stakeholders at the founding of the NewCo. In exchange of an exclusive license the scientist and IP holder can receive equity in the startup company or a royalty on product sales.



1. IP Holder Licenses or assigns IP to NewCo
2. IP Holder receives a combination of equity, royalties and/or milestone payments
3. NLC co-founds the NewCo and supports the company with all its services
4. NLC has equity in the NewCo
5. NLC Fund invests in the NewCo
6. NLC Fund receives equity in NewCo against market valuation
7. Scientist/Inventor has an active role in the company
8. Scientist/Inventor receives equity (and a salary if applicable)



# FORMATION: FINDING THE RIGHT CEO

The venture is paired with a CEO that matches the specific skills needed to grow the venture, selected by NLC's experienced and well-connected recruitment team.



## WE BUILD THE BEST VENTURE TEAM

The **scientist's/inventor's involvement and expertise** are crucial to forming a high-performing team.

**In alignment** with the scientist/inventor, **we recruit an experienced CEO** to manage the day-to-day executive operations of the venture and create a business strategy.

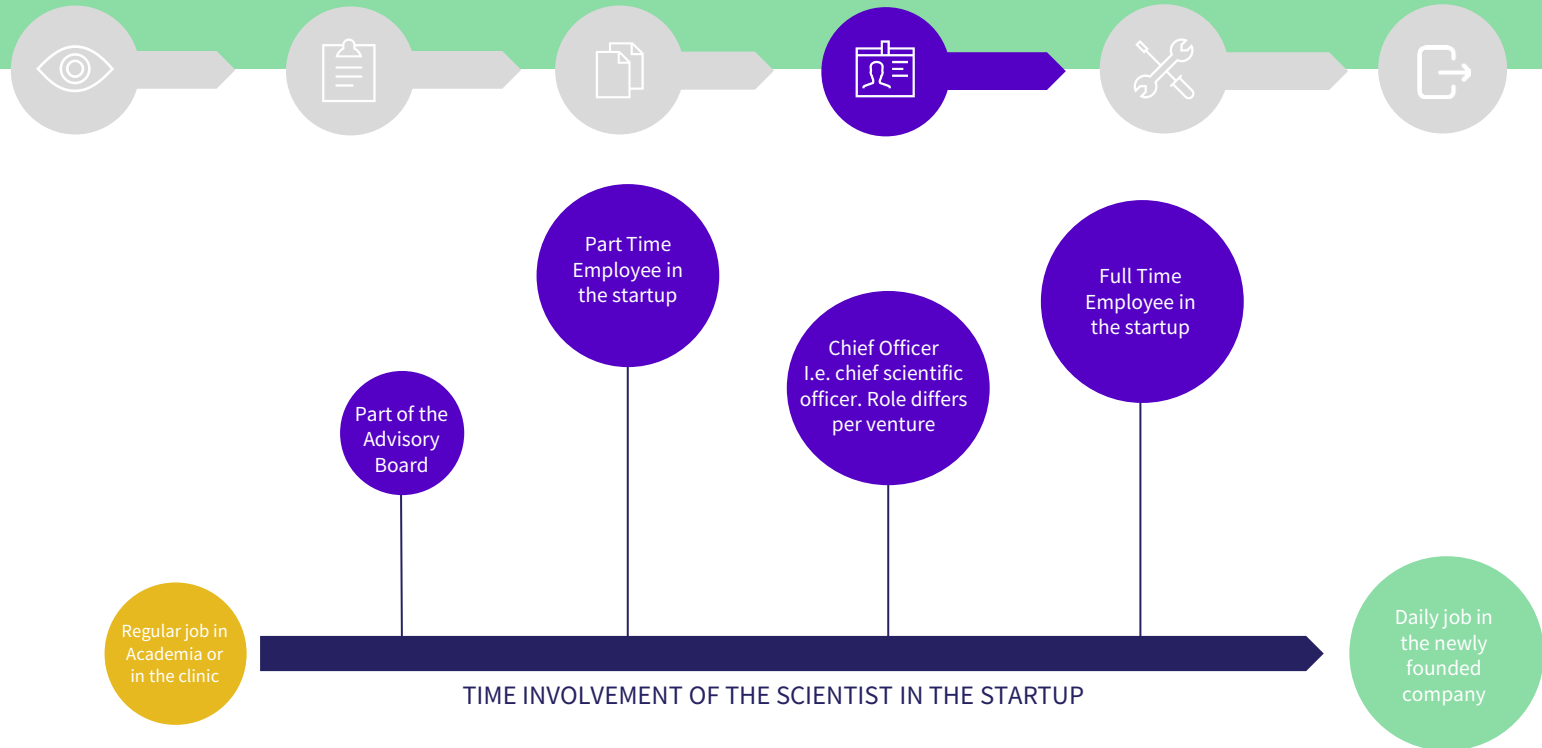
The **role of the scientist/inventor is tailored to their needs & wishes**: ranging from an advisor role (no distraction from their academic ambitions if applicable) to Chief Scientific/technology Officer.

Our **experienced Venture Teaming department** starts the recruitment process after carefully deciding upon the skills needed to bring the invention to the market.



# FORMATION: FINDING THE RIGHT ROLE AND TEAM

The scientist's/inventor's role in the venture team is tailor-made to your preferences. He/she can be involved as much as you like, we take care of the rest. Crucially, he/she should not be distracted from their academic work or other ambitions but rather enrich them.



# BUILDING: NLC SUPPORTING THE STARTUP COMPANY

NLC provides all the necessary support to successfully build and grow our ventures.



Our ventures go through a 3-month Kickstarter program that is tailored to the stage of the venture and its needs



We offer services via external partners in 28 service domains, ranging from Drug Discovery & Development, Clinical Development, Regulatory Affairs and Brand & Communication



The Venture Partner is the main point of contact for all support needs and guidance complemented by quarterly venture reviews



We have built a venture community to bring venture staff together to facilitate serendipity and peer-to-peer help



# TRANSFER: EXIT STRATEGIES

Once the healthtech venture is matured to a certain stage, different exit strategies can be deployed. This can be based on the technology, market dynamics and capital need.



**Licensing:** Licensing assets to insurance/ healthtech/pharma companies or other interested parties for further development



**Acquisition:** Selling (parts of) the company to strategic partners (e.g. corporates)



**IPO:** Listing the company on a public stock exchange (e.g. NASDAQ, EURONEXT, LSE)



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## BUILD VENTURES ADVANCE HEALTH

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