

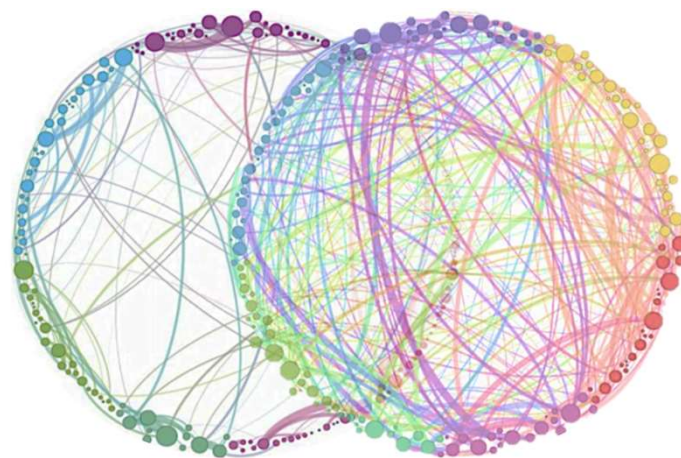


LSD

The Life Science District

Startup mining excellence

www.lsdgroup.net





The World is Changing Fast and a New Paradigm Must Be Found





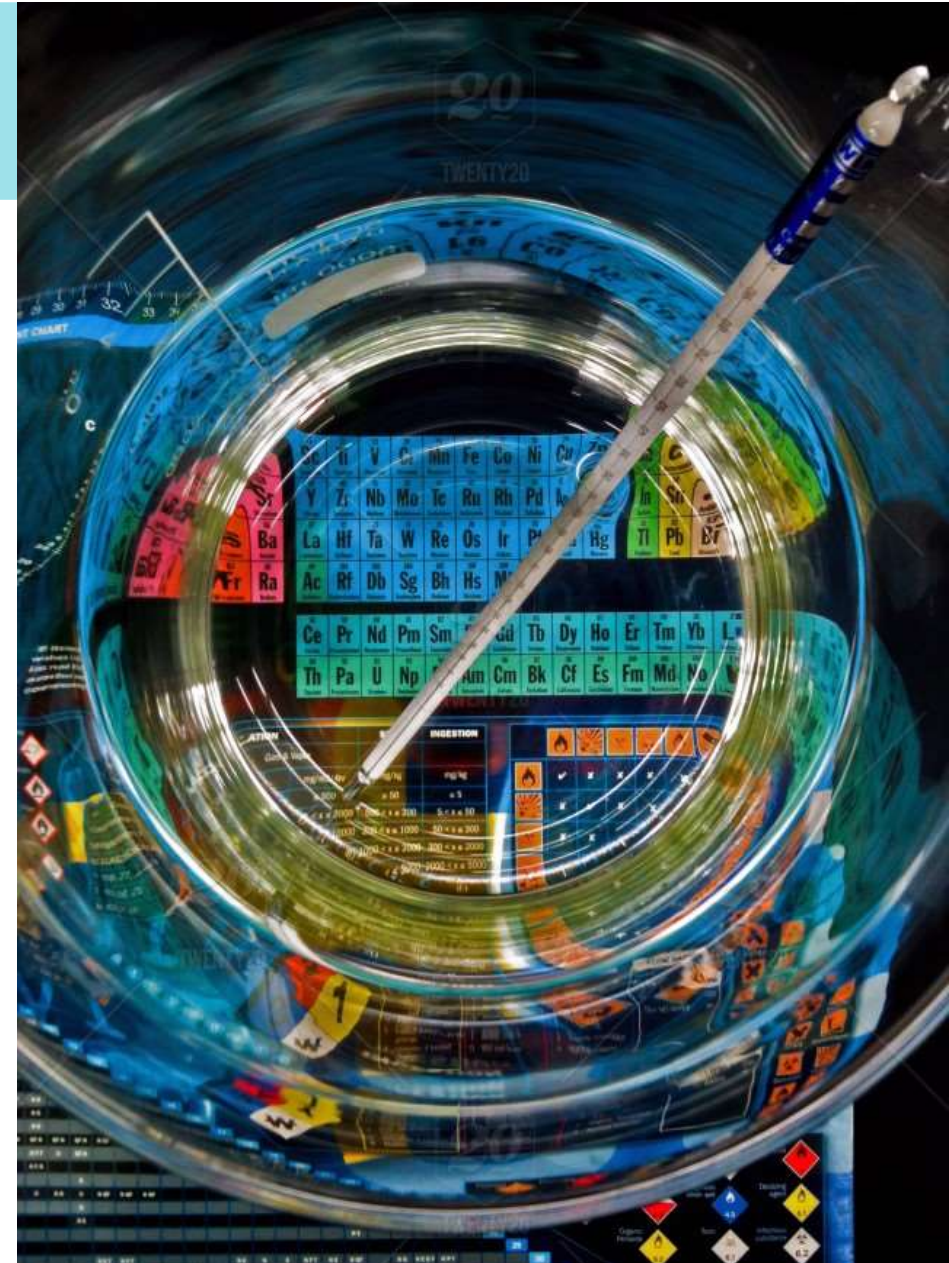
LSD Mission & Vision

MISSION

To create a vertical initiative in Life Science able to select, certify and develop the best initiatives in **Pharma**, **Biotech**, **Med tech**, **Digital Health** and deep tech sectors empowering also territories in maximizing impact deriving from such activities

VISION

To become a key actor of the European Life sciences ecosystem with a global approach





LSD Unique Offering -1

Derisking
and
accelerating

CORPORATES AND INVESTORS PROBLEMS

- Internal R&D is very expensive
- Internal R&D is not enough effective
- Internal R&D can develop a limited number of LS innovation issues
- Internal R&D has limited competencies of innovation
- Quality and level of development of startups is not aligned with investors approaches

SOLUTIONS OF LSD

- LSD can count on economy of scale in selecting if necessary tens of startups
- Strong capability selecting and qualifying high-quality LS startups
- LSD is able to cover a wide range of issues in startup initial growth
- Wide range of competencies both vertical and horizontal to support startups

STARTUPS' PROBLEMS

- Lack of key members in the team
- Lack of understanding corporates and investors needs
- Lack of financial resources
- Lack of go-to market competencies

SOLUTIONS OF LSD

- Specialized team both with LS and business competencies
- Experienced team and network of LS industry expertises
- Mighty network of BA, VC, Innovation centers and Institutional Investors and corporations
- Deep business knowledge due to its founders and business partners expertise

Dealflowing
and quality



Increasing
knowledge and
awareness

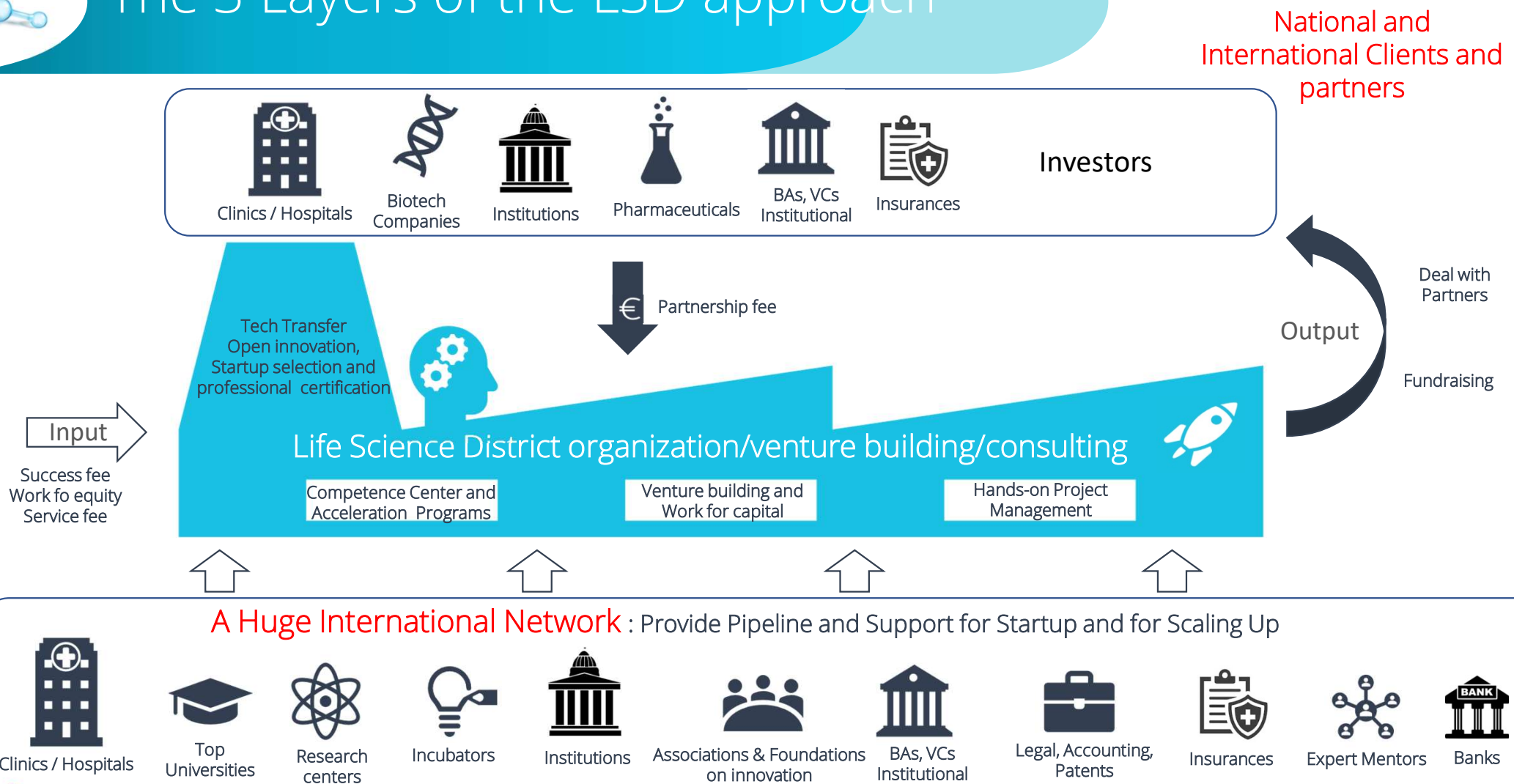
TERRITORIAL AGENCIES, TTOs, SCIENCE
PARKS, ACCELERATORS INCUBATORS AND
CLUSTERS

- Lack of sectorial knowledge
- Lack of capabilities to map, assess and evaluate local actors
- Difficulties in customizing existing support/financing schemes to the need of life-sciences sector
- Difficulties to stimulate cross-fertilization initiatives
- Lack of sectorial international network
- Difficulties in sustain technology transfer initiatives, innovation actions to stimulate territorial growth

SOLUTIONS OF LSD

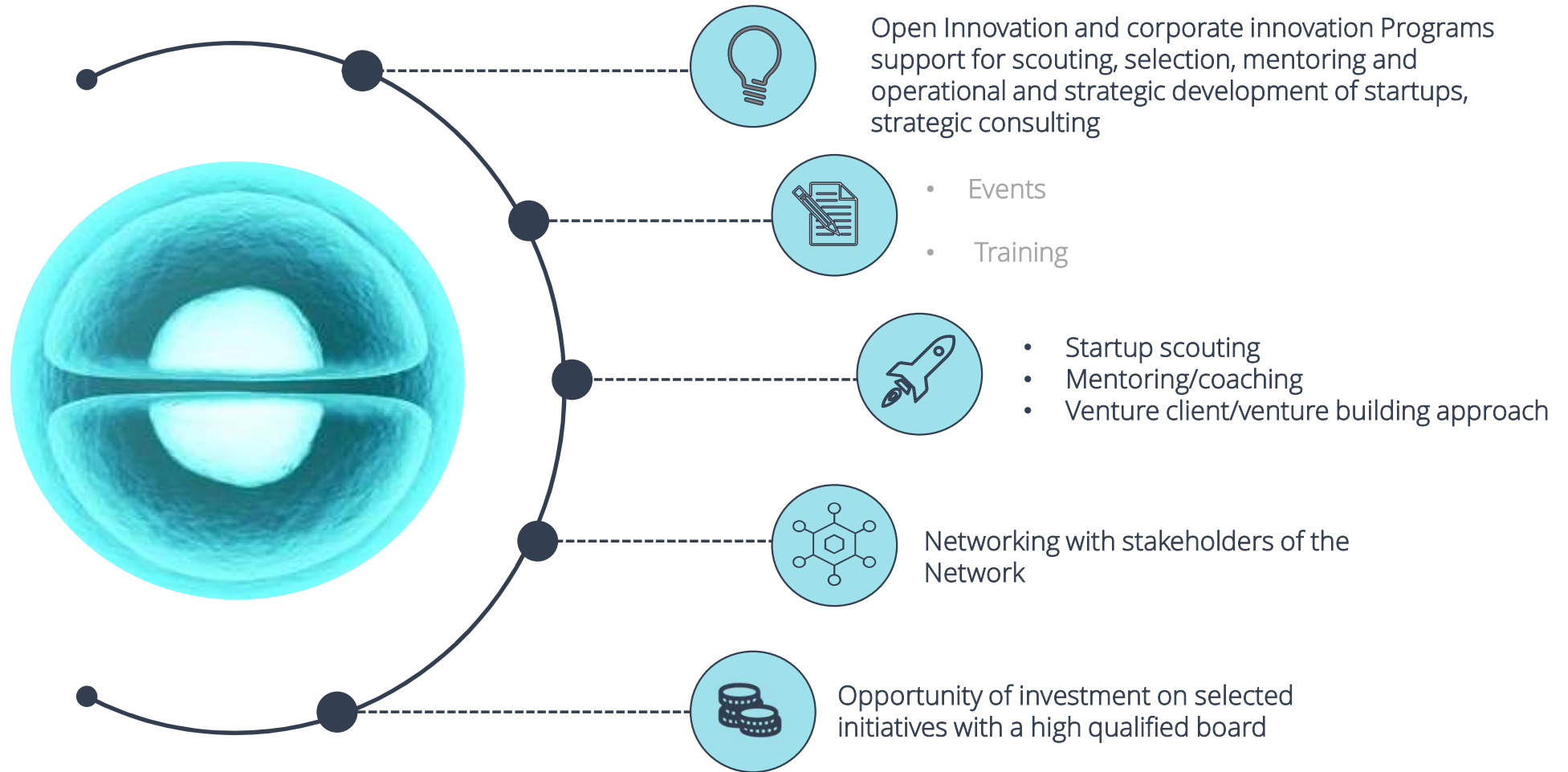
- LSD can count on a deep international experience in cluster identification, creation and management, science park management, incubator and accelerator management
- Wide international network of specialized actors
- Knowledge of a wide range of best practices and cases with a strong sectorial focus and the capability to adapt the knowledge to the specific case
- Wide range of expertise from a technological point of view (Pharma, biotech, med-tech, digital health, Health services, nutraceuticals, etc) and from a value chain/value network market point of view

The 3 Layers of the LSD approach



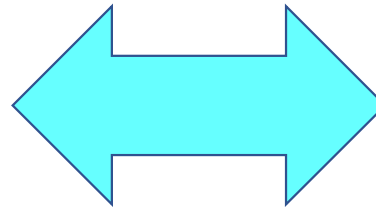


Clients and partners Benefits



Corporates and Investors

Looking for opportunities in term of new possible products or technologies to be internalized or financial opportunities through exit .



Life Science District
Startup Mining Excellence

Our goal is to scout, select, certify and develop the best startups in Biotech, Med tech, Digital Health and deep tech sectors

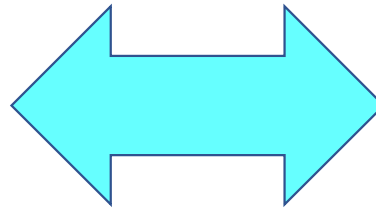
Complementary and synergistic goals



LSD and partners: the operational complementarities

Corporates and Investors

- + Top level knowledge
- + Positioning
- + Capability to invest or to exploit
- + Capability to coach with added value
 - Time availability
 - Commitment on day by day operations



Life Science District
Startup Mining Excellence

- + Knowledge at national and international of the market and network (Universities, incubators, science parks, etc)
- + Know-how in scouting, selecting, evaluating startups and working day by day with entrepreneurs
 - + Focus on startup growth
- + Flexibility and capability to adapt activities to the challenge/startup
- + Network with investors and corporates
 - Little availability to invest

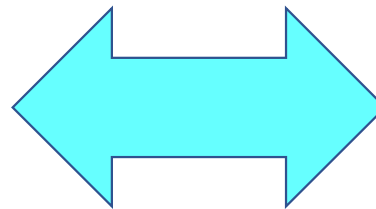
Strategic and Operational complementarities



LSD and startups

Startups

Looking for funding and links with Corporates to growth



Our goal is to scout, select, certify and develop the best startups in Biotech, Med tech, Digital Health and deep tech sectors

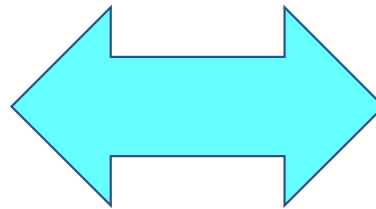
Complementary and synergistic goals



LSD and startups: the operational complementarities

Startups

- + Top level scientific knowledge
 - + Founders commitment
- + Capability to propose opportunities
- Managerial skills and strategic vision
- Network with VSc and corporates



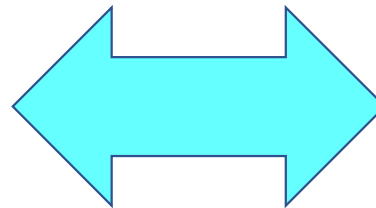
Life Science District
Startup Mining Excellence

- + Knowledge at national and international level of the market and network (Investors, corporates)
- + Know-how developing strategic approaches
 - + Focus on startup growth
- + Flexibility and capability to adapt activities to the startup
- + wide range of expertise (Management, Legal, clinical dev, etc)

Strategic and Operational complementarities

Territorial agencies, TTOS, Science Parks, Incubators , accelerators and clusters

- + Presence in a specific territory
 - + Physical infrastructures
- Capability to launch support/financing schemes
- + Basic knowledge of local actors
- Deep sectorial knowledge from an industry point of view
- Lack of sectorial international network
- Need to have a Third party opinion



Life Science District
Startup Mining Excellence

- + Knowledge at national and international level of the market and network
- + Know-how developing strategic approaches on behalf of territorial actors
- + Focus on sectorial growth
- + Flexibility and capability to adapt activities to specific territorial environment
- + wide range of expertise in term of technology, models and markets

Strategic and Operational complementarities



LSD and counterparts: the possible partnership

LSD can support Partners and clients in

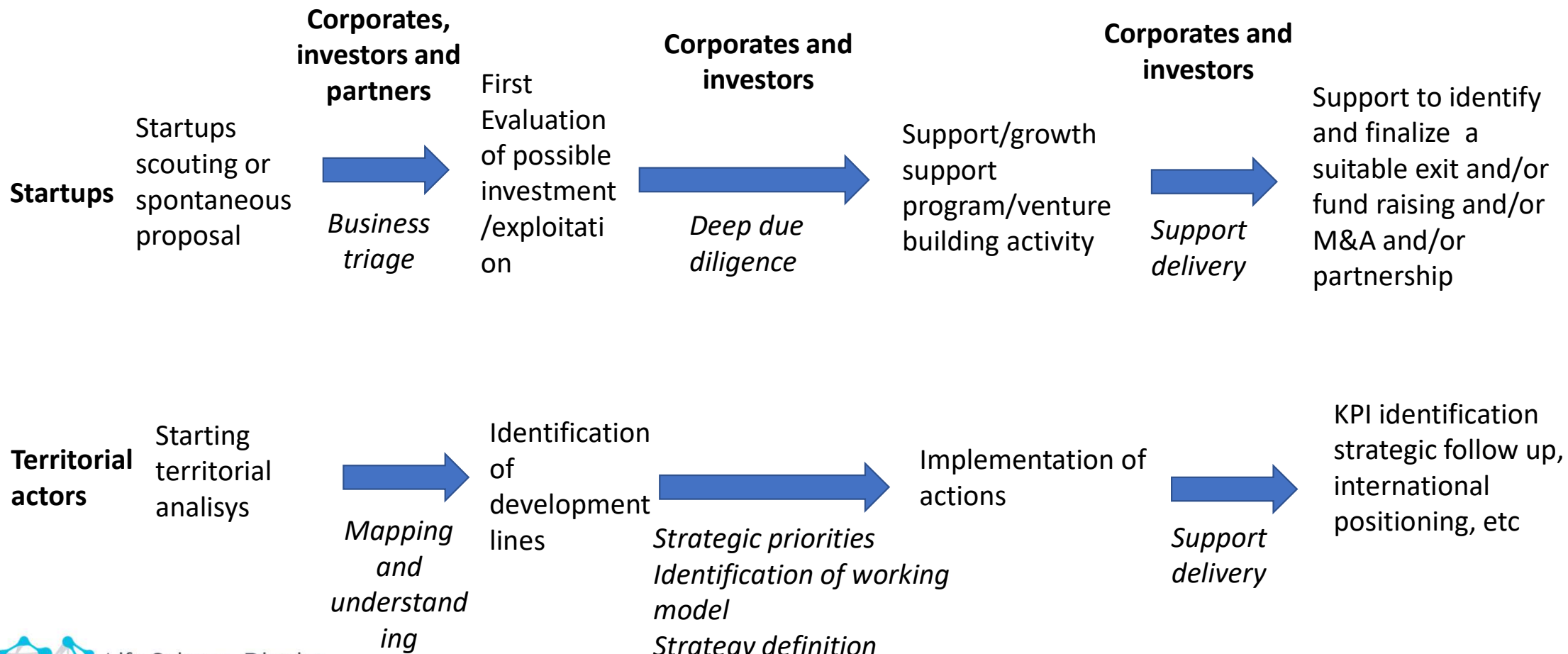
- Scouting opportunities
- Evaluating opportunities
- Support entrepreneurs in pitch preparation and in strategic management
- Support in eventual due diligence realization
- Support selected startups finalizing activities in order to maximize value of investment
- Integrate managerial/mentoring/coaching capabilities
- Support in identifying exit opportunities
- Increasing knowledge and awareness
- Lowering risk of strategic pitfalls

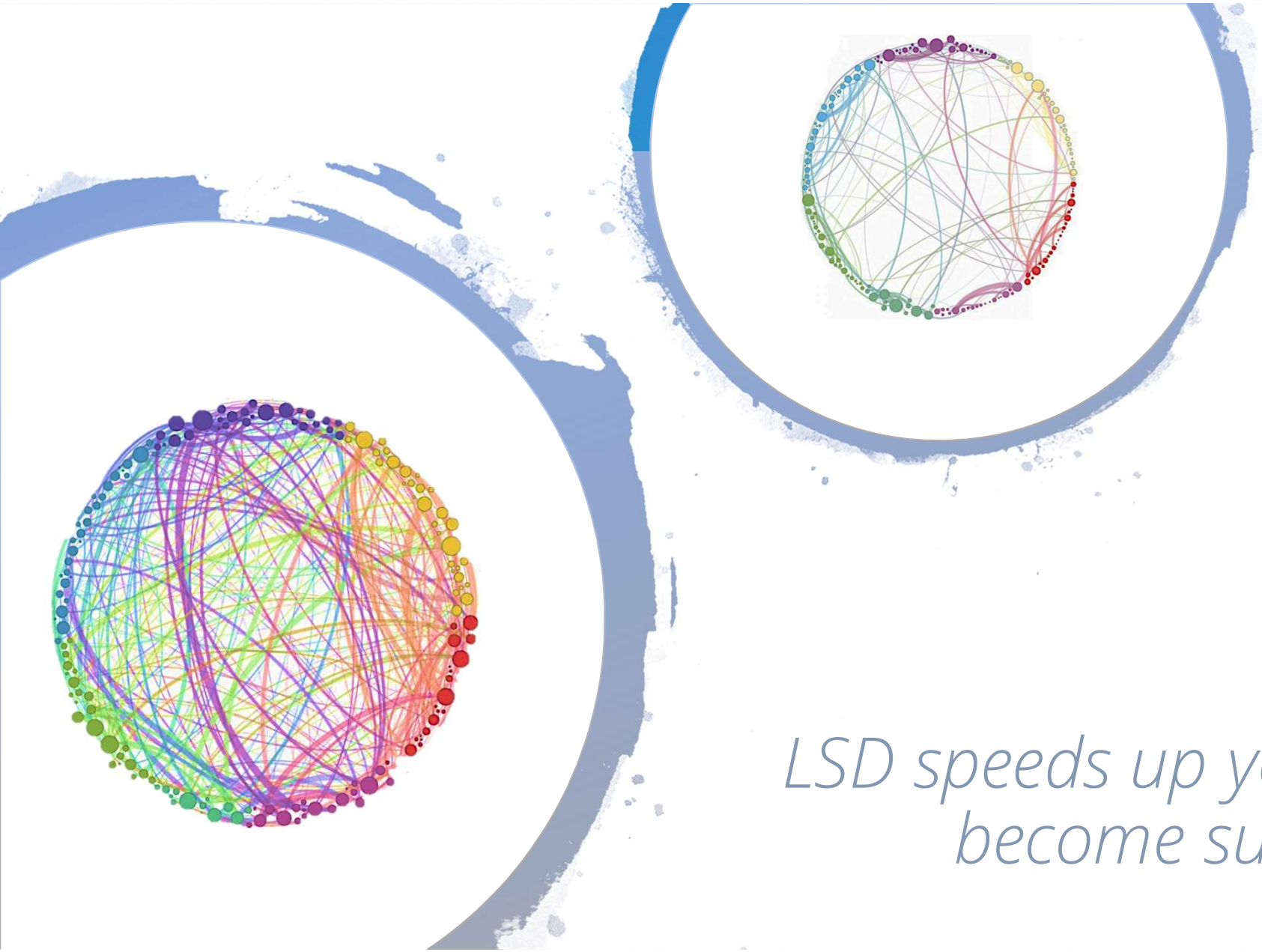


- Supporting the dealflow
- Evaluating the dealflow
- Qualifying the dealflow
- Derisking investments
- Valorising activities
- Scale-upping opportunities
- Empowering clients knowledge
- Maximizing impact of activities



LSD and client/partners: the possible process





*LSD speeds up your chance to
become successful*