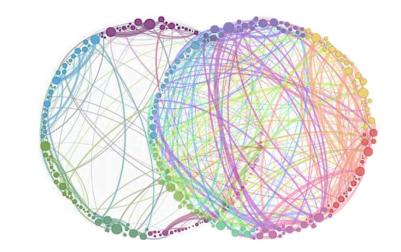


## LSD The Life Science District

Startup mining excellence



www.lsdgroup.net



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

In the past Traditional, separate roles



Insurers



Physicians



Self-management of health

Industry Pharmaceutical / medtech



Hospitals



Elderly care



Between now and 2025 Innovative, overlapping roles

= more

cooperation,

more competition

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#### IT companies

Partnerships with other stakeholders, e.g. over electronic patient records

#### Elderly care

New offers, e.g. in disease management

#### **Physicians**

Connected to central IT infrastructure, e.g. telemedicine

#### Insureds/patients

Self-management

### Insurers

Framing the industry: personalized offers

#### Industry Pharmaceutical/medtech

Data partnerships in diagnostics and therapy

#### Startups

Partnerships along the entire treatment chain

### Hospitals

New treatments, digital processes







## 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

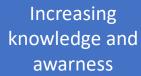
Experienced team and network of LS industry expertises

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







# 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, nutriceuticals, etc) and from a value chain/value network market point of view





## The 3 Layers of the LSD approach

National and International Clients and partners

Output













**Investors** 



Biotech Companies

Institutions

Pharmaceuticals

Institutional



Tech Transfer Open innovation, Startup selection and professional certification







Deal with **Partners** 

**Fundraising** 

Input

Success fee Work fo equity Service fee

## Life Science District organization/venture building/consulting

Competence Center and Acceleration Programs

Venture building and Work for capital

Hands-on Project Management











## A Huge International Network: Provide Pipeline and Support for Startup and for Scaling Up



Clinics / Hospitals



Top Universities



Research centers



Incubators



Institutions





Associations & Foundations on innovation



BAs, VCs Institutional



Legal, Accounting, **Patents** 



Insurances



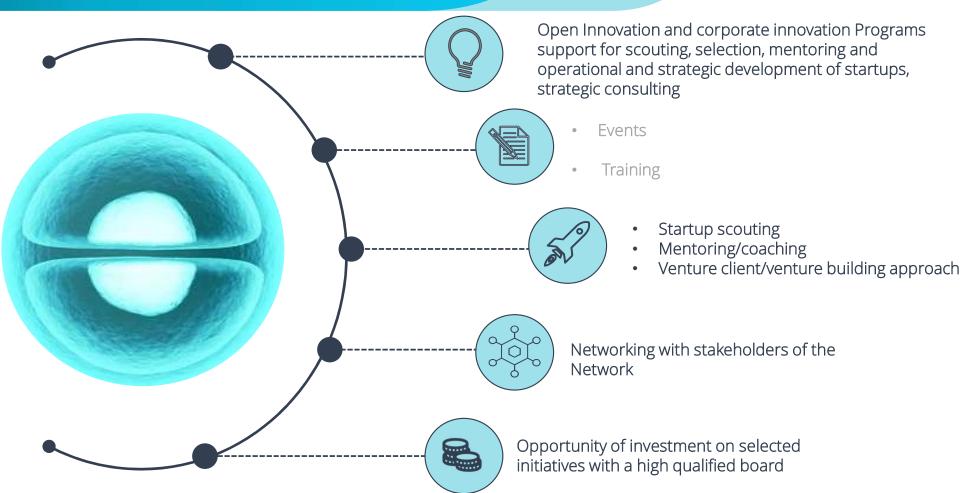
**Expert Mentors** 







## Clients and partners Benefits



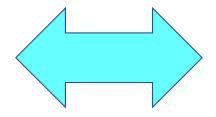




## LSD and partners/clients

## Corporates and Investors

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





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

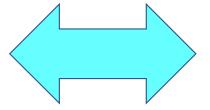




## LSD and partners: the operational complementarities

## 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





- + 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 adaptactivities to the challenge/startup
- + Network with investors and corporates
  - Little availability to invest

**Strategic and Operational complementarities** 

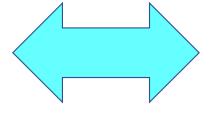




## LSD and startups

## **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**

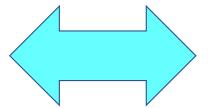




## LSD and startups: the operational complementarities

## **Startups**

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





+ 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** 

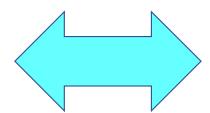




## LSD and territorial actors

# 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





- + 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 rick of strategic pitfalls



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

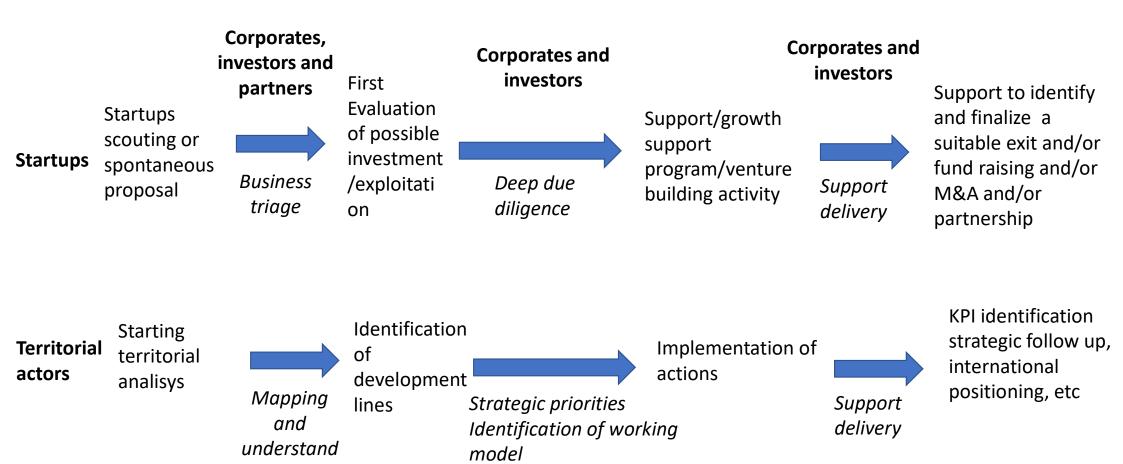




## LSD and client/partners: the possible process

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Strategy definition

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