

GENESIS Biomed and GENESIS Ventures

Corporate Presentation

Barcelona, May 2018

GENESIS Biomed

GENESIS Ventures

01

Corporate presentation GENESIS Biomed

Who are we?

GENESIS Biomed



GENESIS Biomed is a consultancy firm in the biomedical healthcare sector specialized in providing consulting services to spin-off and start-up companies, entrepreneurs and research centers.

Based in our expertise we help entrepreneurs and researchers to shape their business plan and we support them in the private fundraising process. We have raised more than 40 M€ in the last 4 years.

Our expertise domains are biopharmaceutical, biotechnological, medical devices, in vitro diagnostic, nutraceutical and cosmetic.

With more than 20 years of expertise in the healthcare sector, we are born in May 2017 and we are located in the Barcelona Science Park.

In addition, the company owns GENESIS Ventures, a new fund sized in 1,2 M€ that invests in early stage research projects in the biomedical field, with the aim to accelerate their development and reach key value milestones to found the company and attract a first round of investment from other venture funds.

Our portfolio of services

1

Business Plan

Preparation of business plans for spin-off or start-up companies, taking into account market, positioning, regulatory, development, IP, team and financials.

2

Private Fundraising

Definition of the fundraising strategy. Selection of private investors among a wide personal network and assistance in the fundraising and negotiation.

3

Interim CEO

For those start-up companies with an incomplete team. Serving as CEO and leading the Project until identifying and hiring a full-time CEO.

4

Strategic follow-up and supervision of current projects – For those companies developing a project after a first capital round, continuous supervision and support in the strategic decision making of the company, serving as Board observer if needed.

5

Market Analysis

Preparation of market and competitors analysis using robust databases, knowledge management tools and fieldwork (interviews and focus groups).

6

Regulatory and Development Plan

Preparation of regulatory roadmaps including regulatory strategy and development plans for biopharma, medtech, diagnostic, nutra and cosmetic.

7

Business Development

For companies and research centres. In-licensing and out-licensing activities. Well established BD process built in the last 10 years + wide network of contacts.

8

Strategic Plan

Preparation of strategic plans for research centres and companies, including internal/external diagnostic, vision, strategic objectives and action plan.

9

Technology Transfer

Bridging between academic groups and technology transfer offices or research centres. Definition of the licensing strategy and definition of the terms.

10

Public Funding

Assist start-up companies and research centres in the preparation of the public funding strategy. Preparation of applications, submission and follow-up.

01 Corporate Presentation of GENESIS Biomed

Our current client portfolio



Team



Josep Lluís Falcó
Founder and CEO

jlfalco@genesis-biomed.com

Josep Lluís Falcó. Doctor in Chemistry (Institut Químic de Sarrià) and MBA (Universitat de Barcelona).

Josep Lluís has 21 years of experience in the biomedical sector. He has worked for big pharma companies (Sanofi), mid-size pharmas (Ferrer Grupo), small biotechs (Hospital spin-off), Tech Transfer Offices (Fundació Bosch i Gimpera) and Consulting firms (Antares Consulting and Asphalion). He has also been associate professor at IQS.

His experience is based in Healthcare Strategy, Technology Transfer, Fundraising of start-up companies, Business Development, Marketing, Market Access, Reimbursement and Regulatory Affairs.

Josep Lluís has founded 4 companies. He currently serves as board member for 3 start-up companies and he is mentor of several entrepreneurs. **In addition in the last 5 years he has been involved in 9 private fundraising processes and he has contributed to raise 38 million euros for his clients.**

The projects in which Josep Lluís has been involved are based in small chemical entities, biologicals, diverse medical devices, in vitro diagnostics, nutraceuticals and cosmetics.

The therapeutic areas where he has recently worked are Oncology, Central Nervous System, Cardiovascular, Ophthalmology, Orthopedics, Traumatology, HIV, Microbiome, Antibacterials and Immunomodulation.

He has global knowledge of drug/device development, having worked in Discovery, Preclinical and Clinical phases, Marketing and Post-Marketing.

He takes part of programs such as Caixa Impulse and EIT Health programs, participating as reviewer, mentor and professor.

The entrepreneurial spirit runs through his veins. He has founded **GENESIS** Biomed to help other entrepreneurs and research centers in their current projects.

Team



Helena Arumí

Project Manager

harumi@genesis-biomed.com

Helena Arumí completed a Bachelor in Human Biology at Universitat Pompeu Fabra (2011), a Master in Neuroscience at Universitat the Barcelona (2012) and a Master in Leadership and Management of Science and Innovation in IDEC-BSM (2013).

Helena's knowhow and expertise include Business Development, Technology Transfer and Entrepreneurship.

She was a Project Manager in Bionure, a biotech start-up, Project Manager and Business Development at the Tech Transfer Office of the Innovation Department from Hospital Clínic of Barcelona and she also worked as Business Development Manager at the BD&L Department of Gebro Pharma, scouting for new business opportunities to expand the company portfolio through managing in-licensing deals.

In addition, Helena has worked as a Pre-Doctoral researcher in the Laboratory of Neuropharmacology from Universitat Pompeu Fabra and in the Faculty of Medicine of Universitat de Barcelona.

His passion is to identify excellent projects in which provide support and/or invest. He has joined **GENESIS** Biomed to help entrepreneurs and research centers to get there with their current projects.

Team



María Poveda
Consultant

mpoveda@genesis-biomed.com

María Poveda, BSc in Biotechnology (Universidad Miguel Hernández), Master in Biochemistry, Molecular Biology and Biomedicine (Universidad Complutense de Madrid) and Master in Management of Biomedical Companies (CESIF).

In the last 2 years María has been involved as research assistant in several oncology programs at CIB-CSIC and as investment analyst at Caixa Capital Risc.

She joins **GENESIS** Biomed in September 2017. Her passion is to support entrepreneurs and to impulse the creation of new biomedical start-up companies.



Carles Taulé
Consultant

ctaule@genesis-biomed.com

Carles Taulé, BSc in Pharmacy (Universitat de Barcelona) and Master in Management of Biomedical Companies (CESIF).

After several years as intern in Pharmacy Offices, in 2015 completes his Master Thesis in: “Role of Gram-positive vesicles in the acquired resistance mechanisms of staphylococcal biofilms” in Department of Biomaterials, Sahlgrenska Academy, University of Gothenburg (Sweden). In 2017 he has been involved in several technology transfer projects at Fundació Bosch i Gimpera.

He joins **GENESIS** Biomed in September 2017. With a high entrepreneurial spirit, Carles is focused in the creation, valorization and fundraising of spin-off and start-up companies in the biomedical environment.

Team



Berta Borràs
Consultant

bborras@genesis-biomed.com

BSc in Biotechnology (Universitat Autònoma de Barcelona, 2012), BSc in Biochemistry (Technische Universität Hamburg-Harburg , 2013) and Master in Pharmaceutical Industry and Biotechnology (Universitat Pompeu Fabra, 2015).

Berta has worked for 2 years at the Tech Transfer Office of IDIBELL (Institut d'investigació Biomèdica de Bellvitge). Her fields of expertise are project management, fundraising and technology transfer. Previously, she worked as an intern at some R&D laboratories (Esteve, Charité, Humboldt University of Berlin and IMIM).

She joins **GENESIS** Biomed in May 2018. Science is her passion and she seeks to help entrepreneurs start their own business.

Last success cases in fundraising

Signed deals	Sector	Round size	Year	Investors	Devoted Role
Transplant Biomedicals	Medtech	150 k€	2013	Caixa Capital Risc & BAs	Interim CEO
Oxolife	Nutraceuticals	5,5 M€	2014	Kern Pharma	Interim CEO
Leukos Biotech	Pharma	100 k€	2015	BAs	Interim CEO
Leukos Biotech	Pharma, IVD	3,5 M€	2016	Inveready	Consultant
Peptomyc	Biotech	2,4 M€	2016	Healthequity and BAs	Interim CEO and Board member
AptaTargets	Pharma	4,5 M€	2017	Caixa Capital Risc, Inveready	Consultant and Board member
Anaconda Biomed	Medtech	15 M€	2017	Ysios, Omega, Innogest, BSabadell	Consultant and Board member
Peptomyc	Biotech	4,2 M€	2017	ALTA Life Sciences, Healthequity	Consultant and Board member
GlyCardial Diagnostics	IVD	3,1 M€	2017	Caixa Capital Risc, Healthequity	Consultant and Board member
MJN Neuroserveis	Medtech	750 k€	2018	Ship2B and Family Offices	Consultant and Board member
Cornea Project	IVD	300 k€	2018	Industrial partner	Consultant and Board member

Success stories in fundraising in 2017



AptaTargets

- Pharma project: new aptamer for ischemic stroke
- 2,7 M€ raised in May 2017
- Genesis consulting role: Leader
- Investors: Caixa Capital Risc and Inveready



- Medtech project: new catheter for thrombectomy
- 15 M€ raised in May 2017
- Genesis consulting role: Advisor to CEO
- Investors: Ysios, Omega, Innogest, Banc Sabadell



- Biotech project: recombinant protein for NSCLC and TNBC
- 4,2 M€ raised in July 2017
- Genesis consulting role: Leader
- Investors: ALTA Life Sciences and Healthequity



- IVD project: new biomarker for cardiovascular ischemia
- 2,4 M€ raised in October 2017
- Genesis consulting role: Leader
- Investors: Caixa Capital Risc and Healthequity

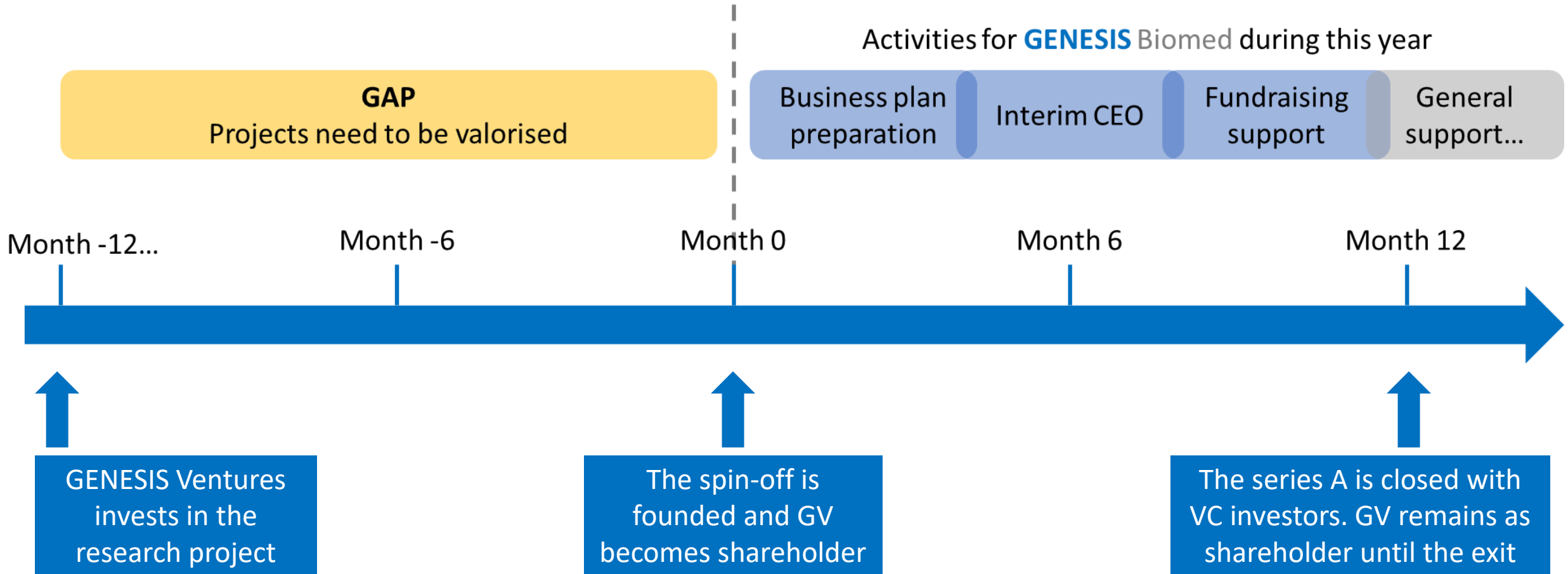
Current projects in fundraising process

Company sector	Product	Indication	Round size
Ophthalmology	IVD	Cornea disorders	3,6 M€
Cardiovascular	Medtech	Atrial fibrillation	4,5 M€
Exoskeleton	Medtech	Spinal cord injury	1,4 M€
Nephrology	IVD	Renal failure	300 k€
Women's health	Pharma	Fertility	4,5 M€
Gastrointestinal	Medtech	Chronic Constipation	2 M€

02

Presentation of our new fund **GENESIS Ventures**

Lifecycle and portfolio management for GENESIS Ventures



Investment policy with a given identified project that will become spin-off in 1 year

Phase 1: Pre-foundation of the spin-off

Our Total Fund: 1,2 M€

Tickets*: 50.000 – 100.000 €

Investment Agreement is signed
with Research Center and
Research Group

Max. investment period*: 1 year

GENESIS Biomed will manage the
projects and will inform the
Investments Committee

Phase 2: Foundation of the spin-off

After the investment period, the spinoff company should be founded. If the spinoff is not founded and the project is licensed to a third party, the Investment Agreement regulates the return to GENESIS Ventures (via upfront and/or royalties).

In the foundation, GENESIS Ventures acquires the corresponding shares committed in the Investment Agreement. Our policy is not to become a major shareholder.

After the foundation, GENESIS Biomed will help the new spinoff (becoming potential GENESIS' client) in the fundraising process in order to close a series A with Venture Capital investors.

Exit scenario: the standard exit scenario for Venture Capital once the Company is acquired or the project is out-licensed to a third party.

* Orientative figures. These will be fixed in a case-by-case basis

©GENESIS Biomed

Barcelona Science Park (Torre I, offices 3B01-03)
Baldiri Reixac 4-8
08028 Barcelona

contact@genesis-biomed.com

+34 93 402 90 60

GENESIS Biomed is member of:

The logo for asebio features the word "asebio" in a lowercase, sans-serif font. The letters "ase" are green, and "bio" is red. Above the letter "i" is a small cluster of red and green dots.The logo for CataloniaBio & HealthTech features a stylized graphic of colored dots (blue, purple, green) on the left, followed by the text "CataloniaBio & HealthTech" in bold black font, and "Connecting companies" in green font below it.

**CataloniaBio
& HealthTech**
Connecting companies