


# Biotechnology Company (Logo)

## Executive Summary – May 2022

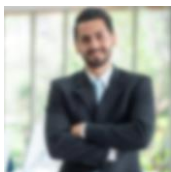
Company XX was founded in 2018 and is headquartered in XX, XX. It employs 24 people and has established itself as a trusted supplier of biomaterials to a wide of blue-chip clients over the years since inception. The company is uniquely positioned to evolve into a XXXX provider in the next five years, leveraging its scalable and extensible capacity. Having developed ready-to-use precoated XXXX consumables for MSC and iPSC, Company XX is poised to scale up licensing revenues through technology transfer of pre coated formulations. This places the company in the centre of the high-growth cell therapy and cultured meat markets. Company XX is looking for an investor which shares its vision and is well capitalized to fund the next phase of exponential growth.

### Overview

<b>Offer</b>	<ul style="list-style-type: none"> <li>• Opportunity to invest in the high growth XXXX and XXXX, the latter to outpace the conventional meat industry.</li> <li>• Company XX is uniquely positioned in the industry as a material supplier to XX Manufacturers with the scalable and extensible capacity to grow into a XXXX Provider in the next 5 years.</li> <li>• To accelerate growth, and introduce new solutions to the market, the management seeks financial investors to the tune of €10 million, who perceive a unique opportunity to leverage a significant shift in consumer preferences that will likely unlock a massive upside potential.</li> </ul>		
<b>Background</b>	<ul style="list-style-type: none"> <li>• Founded in 2017; headquartered in XX, XX</li> <li>• 24 employees at Q1 of 2022, aiming to expand to 45 employees by 2026</li> </ul>		
<b>Solution Offerings</b>	<b>Services</b> <ul style="list-style-type: none"> <li>• Custom biomaterial development and XXXX / characterization</li> </ul>	<b>Products</b> <ul style="list-style-type: none"> <li>• Ready-to-use precoated XXXX consumables for MSC and iPSC</li> </ul>	<b>Licensing</b> <ul style="list-style-type: none"> <li>• Out-XXXX &amp; technology transfer of specific coating compositions</li> </ul>
<b>Customers</b>			
<b>Revenue Model</b>	<b>Services</b> <ul style="list-style-type: none"> <li>• Focuses on projects over €10,000.</li> <li>• Strategy is to convert customers to the license model.</li> </ul>	<b>Products</b> <ul style="list-style-type: none"> <li>• Focus on the scalability of XXXX, pricing at €40 per gram.</li> <li>• Strategy is to develop demand through service projects.</li> </ul>	<b>Licensing</b> <ul style="list-style-type: none"> <li>• Licensing of specific coating or XXXX.</li> </ul>
<b>Shareholding</b>	<ul style="list-style-type: none"> <li>• Founders: 43.4%, High-Tech XXXX: 15.0%, Company XX: 9.4% XXXX: 7.5%, others: 24.7%</li> </ul>		
<b>Financials</b>	<ul style="list-style-type: none"> <li>• Total Revenue 2021: €XX million. Target Revenue 2026: €XX million. CAGR: 161% (2021-2026)</li> <li>• Raised more than €XX million till date</li> <li>• Projected break-even in 2024</li> </ul>		

### Management Team

An experienced team ready to meet market growth & spearhead innovation



**XXXXXX**  
CEO & Co-Founder

- Responsible for the management, business growth and strategic positioning
- Experience in biomaterials and XX, Ph.D.



**XXXXXX**  
Managing Partner and Co-Founder

- Responsible for management, product development, and IP protection
- Ph.D. in XXXX and a XXXX Diploma in Bioprocess Engineering

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## Product

## Services

## Market Opportunity

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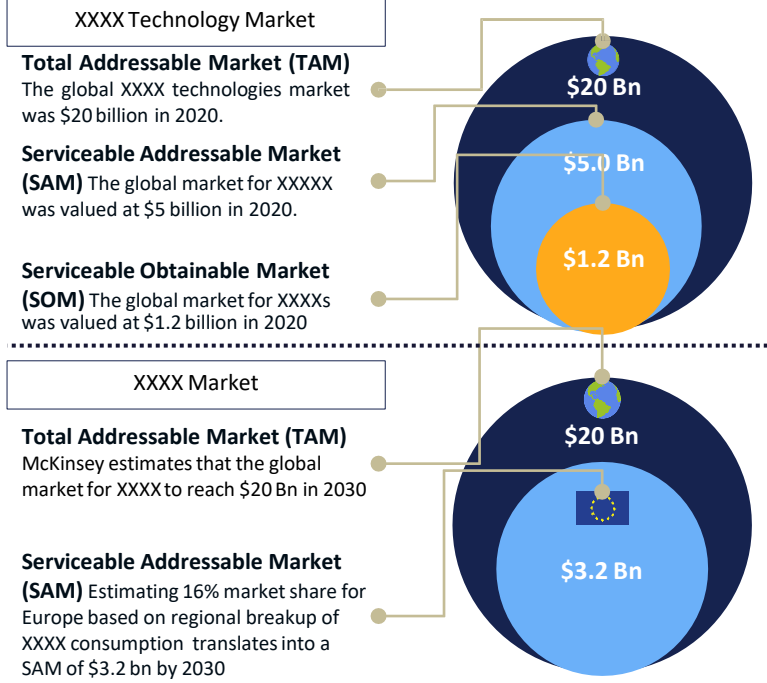
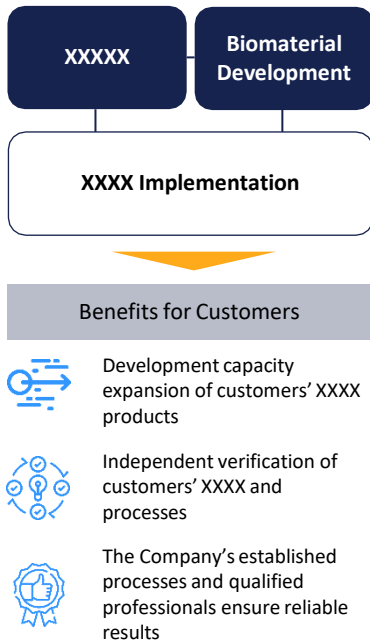
**Product 1**  
A simple XXXX to find the best environment for any XXXX
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**Product 2**  
Serum-free and chemically defined mesenchymal stromal XXXX
- 

**Product 3**  
XXXX-free and chemically defined pluripotent XXXX
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**Product 4**  
High-yield XXXX technology for XX XXXX therapy
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**Product 5**  
(Expected launch in 2022)  
XXXX is specially curated for 3D, large-scale XXXX



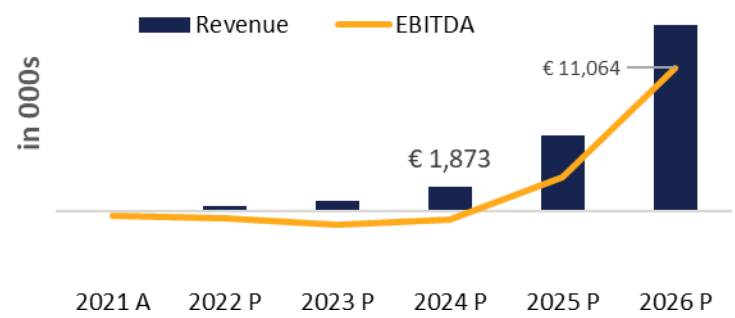
Designs and manufactures biomaterials which enable XXXXs and solve bottlenecks in the XXXX industry

McKinsey expects the global XXXX market to grow 20x between 2025 and 2030 and reach \$20 billion.

## IP Position<sup>1</sup>

## Financial Snapshot

Patent Family	Keyword	Status	Submission Date
1	Core technology patent, describes how a xx material can be made without chemical reactions for biotech applications.	Granted, CIP in US	September 2011
2	Modification of the core technology recipe to make it electrically conductive, xxx.	Granted	June 2014
3	Method to apply the core technology to xxx consumables to support growth of xxx.	Nationalization	April 2015
4	Method to apply the core technology to coating xxxxxx.	Submitted 30/03/2022 to EP	March 2021



- Company XX services will enable critical market feedback and relationship building with key players in the market, leading to conversion to licenses.
- Company XX has a strong business outlook over the period 2021-2026: establishment of business model, growth of customer base, to become a key supplier for cell therapy and clean meat market.

\* All four patents have been submitted. Country flags indicate granted or CIP status of the respective patent family.

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