



BI-otech fund

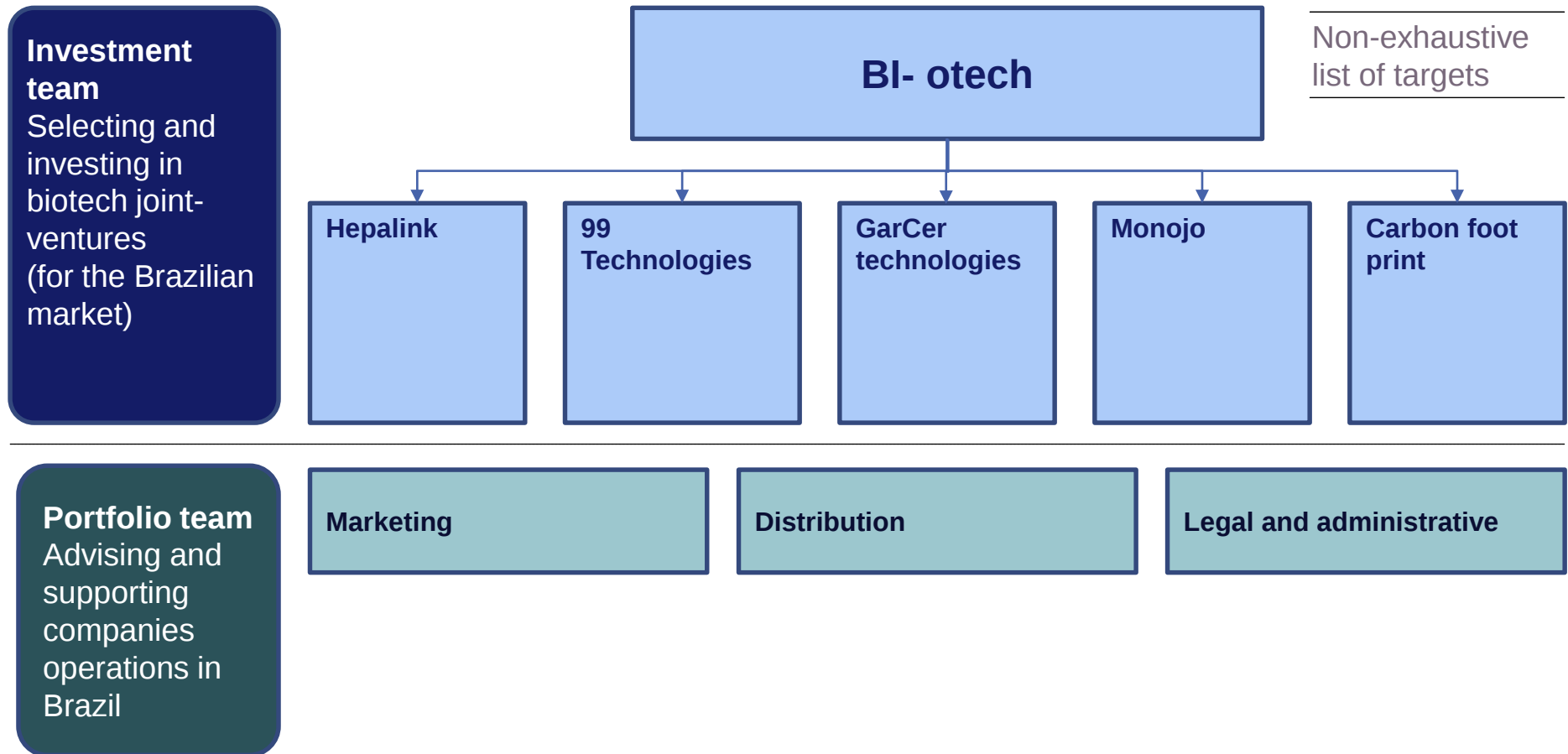
Initial concept presentation

Discussion document

London, 29/11/2013

BI-otech mission

Investing and supporting promising biotechnologies



BI-otech investors

Brazilian based fund with international investors

Brazilian based fund



- **Legal location:** Caiman island and FIP under Brazilian regulation (CVM)
- **Listing:** BOVESPA (Brazil)
- **Investment focus:** worldwide technologies (Brazil, Latin America, EU, USA, etc.)

International investors



- **Size of the fund:** Initial investment of USD 10mio with an objective to reach USD 200mio over 2 years
- **Investors:** Mario Garnero (Brasilinvest), Gabriele Cerrone (Garcer), Brazilian Pension fund, family offices and private investors

BI-otech investments strategy

Revenues generating technologies / high potential start-ups

Operational strategies	Raising seed money for granting start-up costs through the commercialisation of more mature products to cover the current development expenses • Identification of <i>new</i> technologies (in development, but late development) in Brazil and US/EU • Leverage and commercialisation in Brazil of <i>ready to be commercialised</i> technologies with an exclusive licensing for Brazil (e.g. TrovaGene technology for diagnostic of HPV with Urine)
Means	• Establishment of a committee bringing projects and validating projects • Establishment of the investor committee • Establishment of the management team of the fund
Investment size per target	• Possibly USD 0.5-5mio and more for a time to be determined to be approved by the investment committee
Targeted investment duration	• Approximately 5-10 years per targets and 15 years for the global fund life
Targeted participation	• Targeting controlling share but flexible
Targeted technology	• In general medical biotechnology and some agro-biotech

BI-otech investment criteria

Patentable technology, large market and high ROI

Proprietary commercial technology

- Great science $\neq$ great business
- Proof of concept established
- Phase II clinical data or equivalent stage

Strong management team

- Board
- Scientific Advisory Board (SAB)

Solid intellectual property position

- Freedom to operate
- Defensible IP (Patents & Trade Secrets)

Large market opportunity

- Target markets e.g. > \$1B/year

Defensible Business Model

- Capital efficient tech development
- Application engines
- Project based model
- Virtual operation

Differentiation

- How is your approach different?
- Why is it better?

Exit Strategy

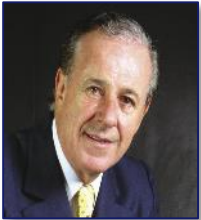
- M&A: attractive products for acquirer or for distributor in Brazil
- Realistic timeframe

Acceptable risk/return profile

- Multiple chances to win

BI-otech team

Management team mixing financial & scientific expertise



Mario Garnero

Fund director

- **Founder and chairman of Brasilinvest**
- Founder of the “Forum das Americas”
- Pioneer in launching **bio-ethanol car**, mobile phone and other high-tech products in Brazil
- Director of Volkswagen Brazil for 10 years
- Etc.



Gabriele Cerrone

Fund director

- **Founder and chairman of Biovitas Capital**
- Successful track record and extensive experience in financing bio-tech start-ups (e.g. TrovaGen, Synergy Pharmaceuticals, FermaVir Pharmaceutical, sold Inhibitex to Bristol Meyer for USD 2.5B etc.)



Carol Walton

Chief Scientific Officer

- **PhD in development and commercialisation of innovative medicines**, Cambridge University
- Strong experience in health-care consultancy, pharma and water purification (J&J, Pope Woodhead, Proteus, Aquafin, etc.)

Total team of 5 to 10 FTEs

Training and administrative support performed by Brasilinvest