

Bio4Dreams

The Business Nursery for Life Sciences

August 2021

make science, think business.



1

WHO WE ARE



2

WHAT WE DO



Who we are: Bio4Dreams at a glance

Bio4Dreams SpA is a **privately funded certified startup incubator**, fully dedicated to **Very Early Stage and Seed Phase Life Sciences** startups



We create and deploy development programs that are fully **customized** and **designed** to address **Life Sciences startups' specific needs**, by providing:

1. Specialized services:



Strategy & Market



Science & Technology



Management

2. Direct investments:



Seed funding



Follow on investment



Where we come from: meet our founders



Mission: to help exceptional people unleash the potential of their scientific research products in Life Sciences, by working together with all innovation stakeholders to build sustainable, pragmatic and lasting venture development pathways



Laura Ferro, MD, MBA
President

- Degree in Medicine & Psychiatry
- MBA @ Bocconi University, Milan
- Top 10 innovative women managers in Italy
- Founder & CEO of several biotechs (including Gentium, IPO at Nasdaq in 2014)



Elisabetta Borello
VP Strategy & External Relations

- Degree in Economics @ Bocconi University, Milan
- >30 years in Healthcare Information Management Systems
- Founder & Board Member in several biotech startups



Pietro Conti, MD
CEO

- Degree in Medicine & Master in Health Management
- >14 years as Director Health International Projects @ S. Raffaele Hospital
- >18 anni as founder & CEO of >10 Health/Biotech startups

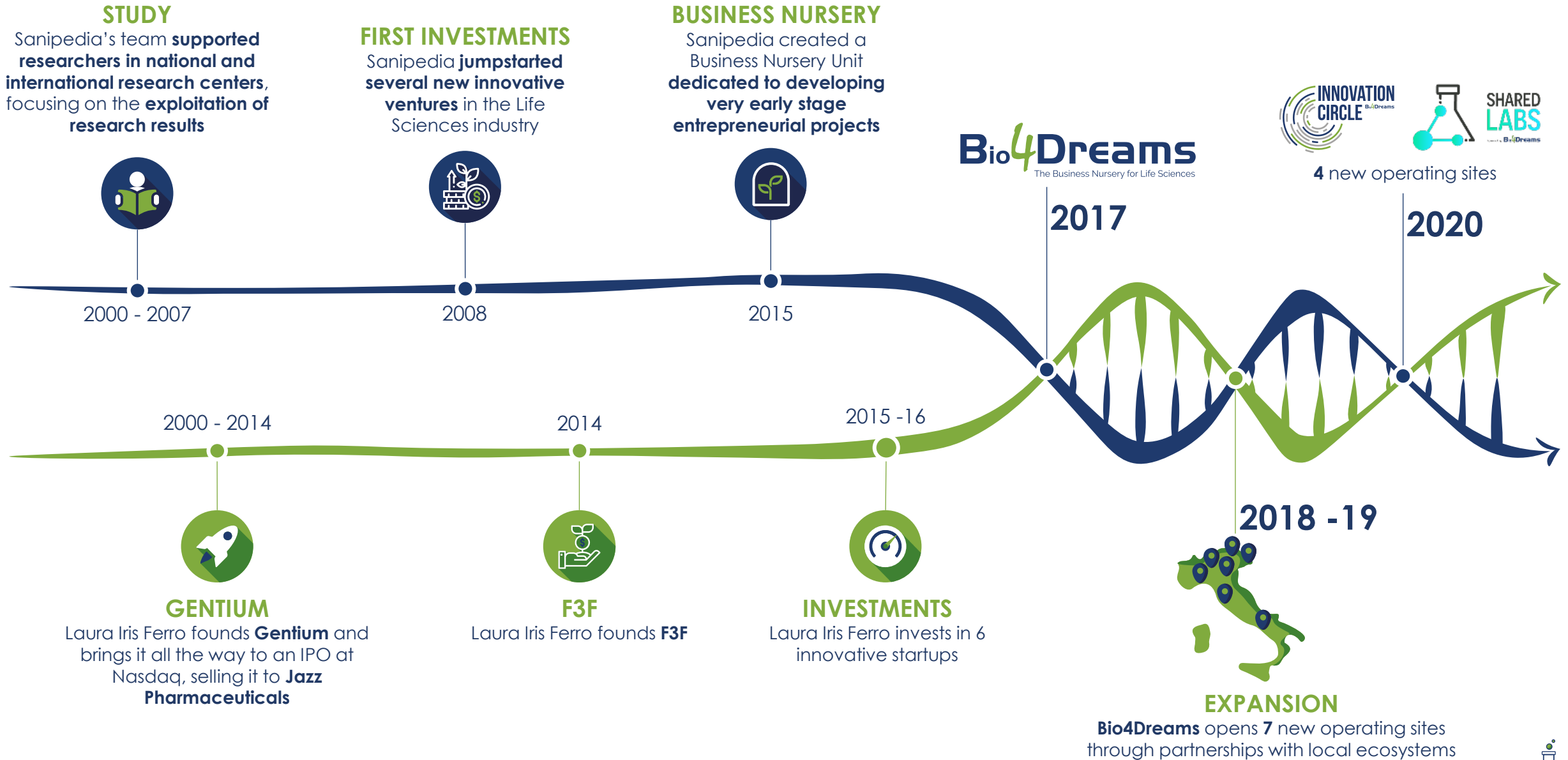


Daniele Cusi, MD, PhD
Scientific Advisor

- Degree in Medicine, Prof. Of Nephrology
- Visiting Prof. in several international universities
- Chairman of several initiatives in Genomics & Proteomics: academic, startups and non-profit
- > 200 peer-reviewed papers, H-Index 60



History: two decades of entrepreneurship



Present and future: where we are and where we are going



Startup projects
in pipeline
700+

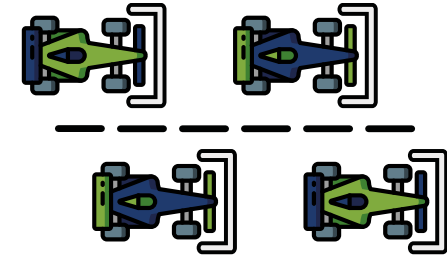
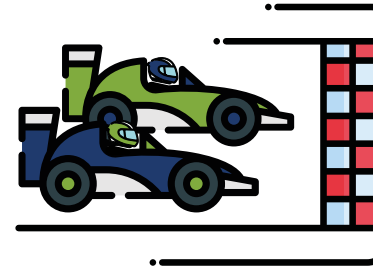


Successfully
incubated startups

30

(11 of which with an
investment)*

11
Startups to be
launched in 2021



50

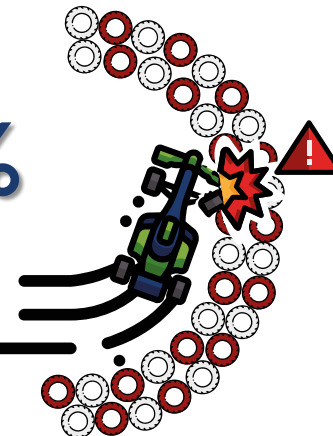
Startups to be **incubated**
in the next 5 years
(**30** of which with direct
investments)

Up to **€ 200k**



For each launched **startup****

15%
Mortality





1

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Life Sciences: why do we need a dedicated incubator?

Setting up a new venture is hard...

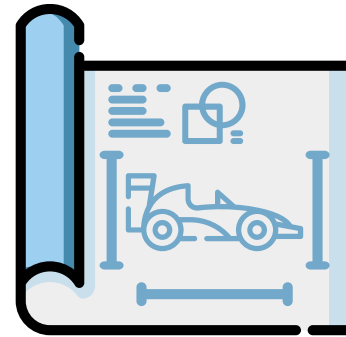
Digital Startupper:

first he comes up with a model and then he creates the content



- **Qualification:** MBA
- **Skillset:** business
- **Development:** fast

Focus:
Making the **model**
sexy

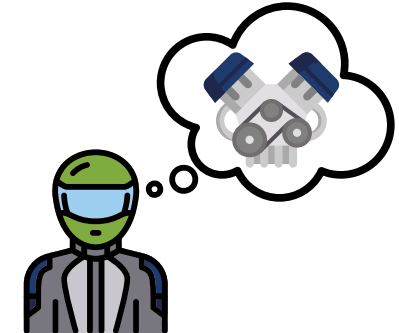


...where to start?

Comparing two worlds

Life Sciences Startupper:

First he creates content and then he has to come up with a working model



- **Qualification:** PhD
- **Skillset:** science
- **Development:** slow

Focus:
Strengthening the
content



The challenge: recognizing your own needs

Making the jump from research to business is often traumatic

Because you are required to **evaluate**, **identify** and **acquire** a large number of **different resources and skills**, about which you know very little

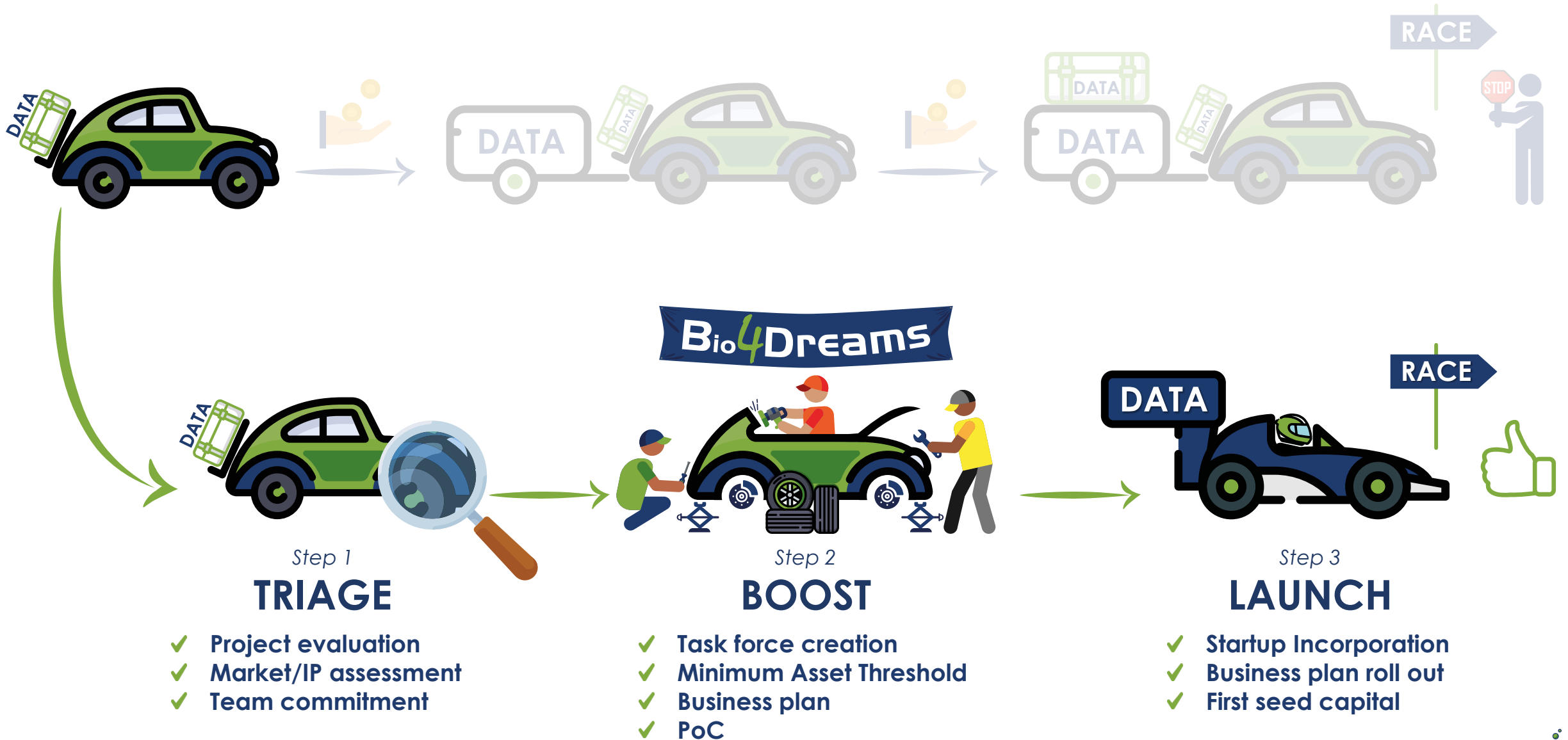


Bio4Dreams builds unique support programs

Helping startupperes to **identify the needs** of their new venture, to **prioritize actions** to be taken and **rationalize available resources**



Our approach: evaluation, strategy, development



Our approach: each project is unique



SCIENCE & TECHNOLOGY

TECH & SCIENCE SUPPORT – Services:

- Networking with scientific institutions
- Networking with major companies
- Crash tests, killer experiments, etc.

CLINICAL STUDIES – Services:

- Regulatory strategy evaluation
- Observational studies management
- PoC and Pilot studies management
- Product valorization studies

PRE-CLINICAL STUDIES – Services:

- Experimental design and financial planning
- In-vitro non GLP testing

SHARED LABS – Services:

- Access to customizable shared labs



STRATEGY & MARKET

COMPANY STRATEGY – Services:

- BM and BP review and pivoting
- Minimum Asset Threshold definition

BUSINESS DEVELOPMENT – Services:

- Market analysis
- Commercial development

COMMUNICATION STRATEGY – Services:

- Communication and brand management
- Creation of company website

FUNDRAISING – Services:

- Fundraising
- Value generation and exit



MANAGEMENT

MANAGEMENT SUPPORT – Services:

- Administration, HR, finance
- General, facilities and logistics
- ICT
- Legal
- Grants and IP monitoring

GRANT OFFICE – Services:

- Writing and submission of grant proposals
- Project management

INTELLECTUAL PROPERTY – Services:

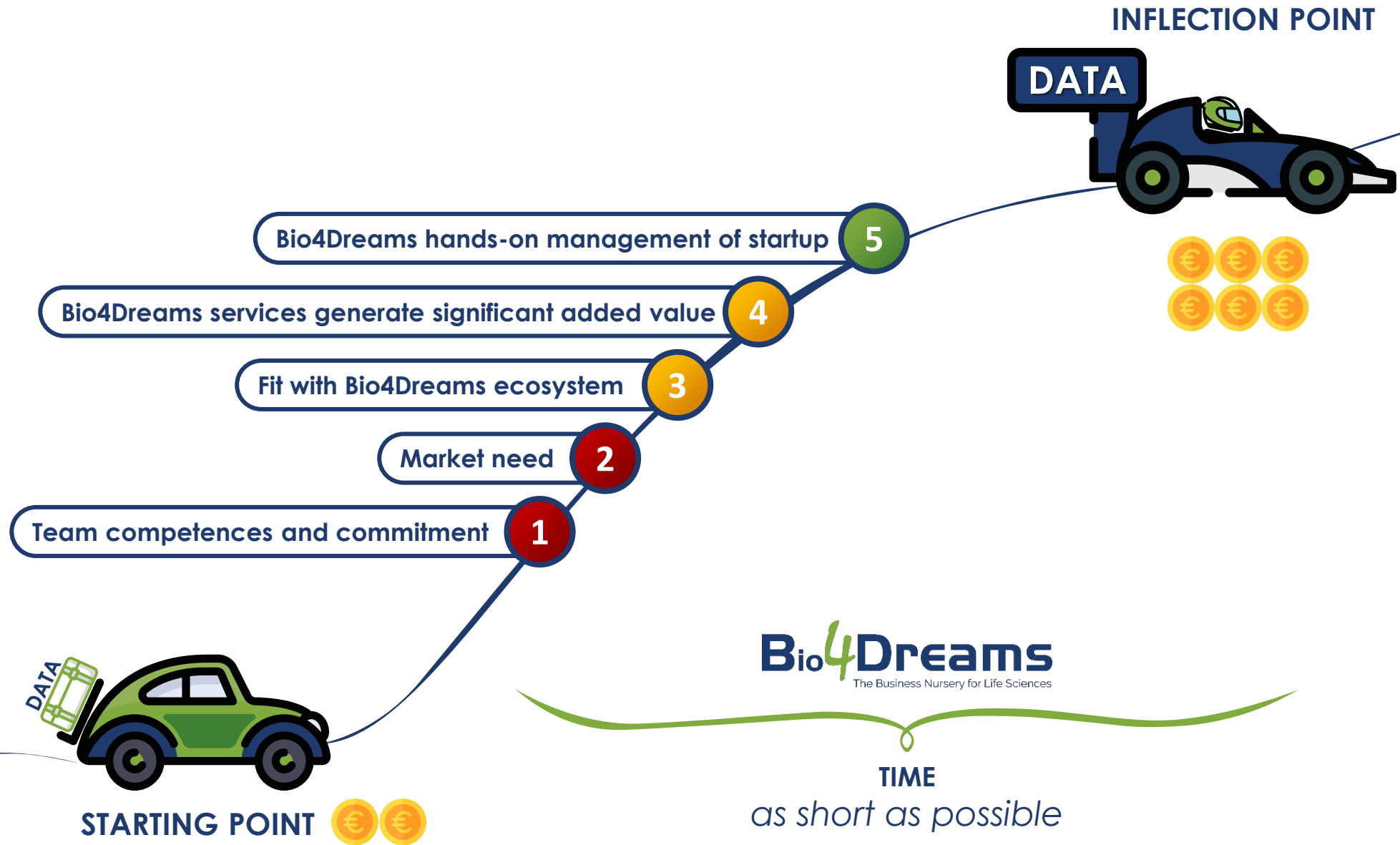
- Patentability and FTO analysis

TUTORSHIP & MENTORSHIP

INNOVATION CIRCLE



Our investments: startup requirements



Our team: meet our «dreamers»

Multidisciplinary team of **60** young and highly qualified people

▶ TEAM COMPOSITION

Bio4Dreams

18

resources involved

Companies in the network

25

resources involved

Startup in the network

17

resources involved

▶ UNIT RESPONSIBLES



Andrea Albertini
IT & Marketing



Milena Luisa Baselli
Business Administration
Finance & Treasury



Fabio Bianco
R&D & Business Nursery



Cristina Biasizzo
External Relations



Claudia Casnici
Lab Services



Francesco Contegno
Shared Labs



Costanza Conti
Grant Office



Claudio Gattuso
QC & Security



Marco Gili
Legal Affairs



Demetra Pelos
Business Nursery

▶ OPERATING SITES RESPONSIBLES



Cristina Biasizzo
Genoa Office - S.Martino



Chiara Bortolini
Venezia Mestre Office -
Chiostro M9



Emanuele Chisari
Pennsylvania office -
PABC



Barbara Codan
Trieste Office - BIC



Francesco Contegno
Milan Office - MIND



Claudio Gattuso
Villa Guardia Office -
Area Pharma Biotech



Marco Gili
Turin Office - OGR



David Tacconi
Trento Office -
Polo Tecnologico



Network: our startups ecosystem



Predictive models of human organs and pathologies for drug development.



Development of products and screening platforms against fibrosis, identifying disease progression markers.



Bluetentacles offers a Plug&Play solution which improves crop quality, water and energy reduction and environmental sustainability of agriculture.



Disruptive diagnostic approach to brain disease through microRNA pattern analysis in microglial microvesicles.



The first startup committed to the development of Store-Operated Calcium Entry modulators as a therapy for rare diseases.



Development of hardware and software solutions for telemonitoring and telerehabilitation of post-traumatic patients.



Digitalization for physical therapists and their patients, in clinic and at home.



Cloud platform which offers services to improve food production and consumption to promote healthy habits and lifestyles.



Provides legal and corporate advisory to innovative startups and SMEs in Life Sciences.



The startup has developed a device to reduce hospitalization and post-operative risks after cardiac devices implant.



Provides project management services for the creation and management of shared research lab spaces.



Development of biomarkers and kits for early diagnosis of pancreatic ductal adenocarcinoma.



Offers innovative solutions in the fields of: Nutrition & Wellness for human health, Forensic Genetics, and Conservation of Animal Biodiversity and Agri-food Protection.



Commercialization of advanced technologies for research labs and genomic/genetic tests.



It develops an innovative peptide with a protective action against some neurodegenerative diseases.



Promotes the knowledge transfer related to the cultural and artistic heritage of users, leveraging digital technologies.



Develops and sells new digital platforms based on emerging technologies to create innovative business models.



Develops medical exoskeletons and innovative solutions to improve the quality of life of people with lower limb disabilities.



The first Italian online orientation platform created to support families in taking the best care of their elderly loved ones.



The first Italian innovative startup providing a portable genetics laboratory for quality control, food safety and species identification.



Our network: new shareholders and strategic investments



New stakeholders



* Members of Bio4Dreams Investment Committee

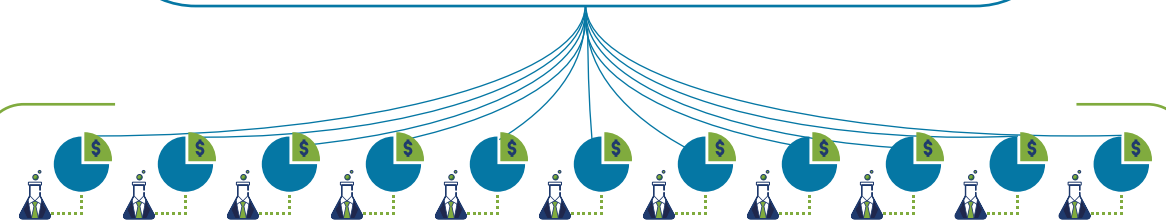


Investments



Biovalley Investments Partners (BIP) Srl:

- regional HUB for BioHighTech;
- fostering industrial synergies from early to mid stage;
- bridge towards Eastern Europe



Stakes in 11 startups and innovative SMEs



Our network: our ecosystem of partners

INNOVATION HUBS



ASSOCIATIONS



INDUSTRY



INCUBATORS

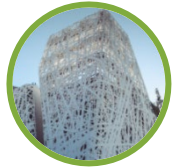


INVESTORS



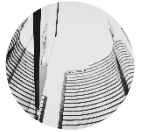
Our network: where we are

ITALY



Milan – MIND

MIND Village



Milan

Legal site



Milan

Openzone



Villa Guardia

Area Pharma-Biotech



Trieste

BIC incubatori FVG



Siena

Toscana Life Sciences



Genoa

Policlinico S. Martino



Trento

Polo Tecnologico



Naples

MATERIAS



Turin

OGR



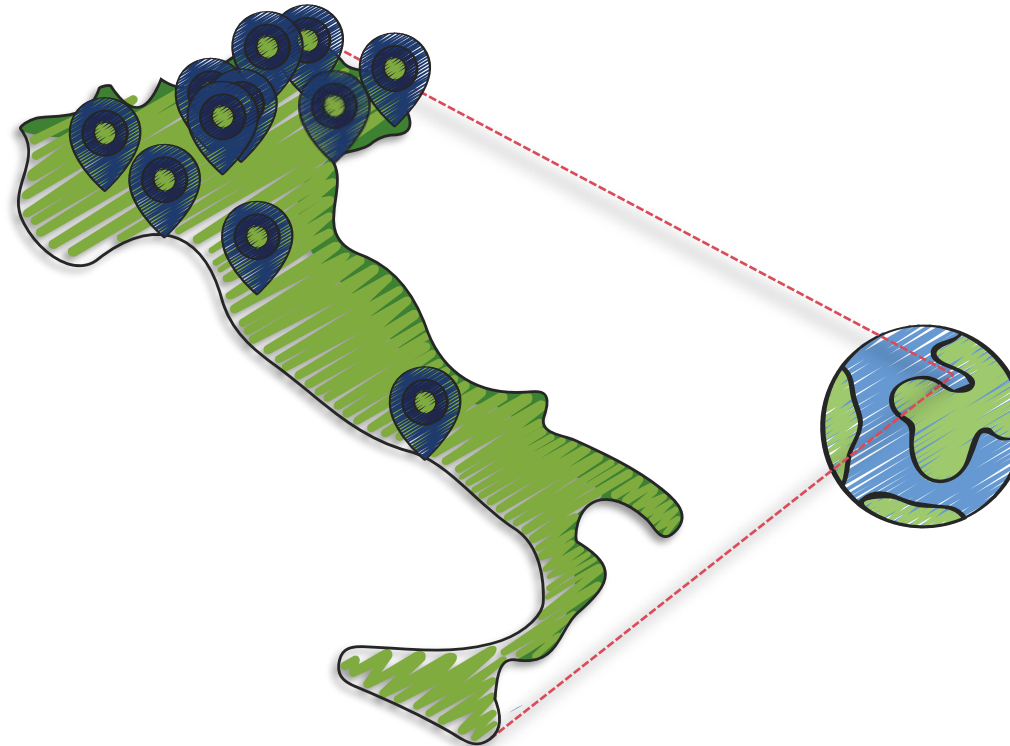
Bolzano

NOI Techpark



Venezia Mestre

Chiostro M9



Active sites



Soon to be launched

EUROPE



Pecs - HUNGARY



Krakov - POLAND



Ljubjana - SLOVENIA



Tampere - FINLAND



Vilnius - LITHUANIA

WORLD



Pennsylvania Biotech Center - USA



Shonan iPark - JAPAN



SINEPARK – CHINA





Let's stay in touch

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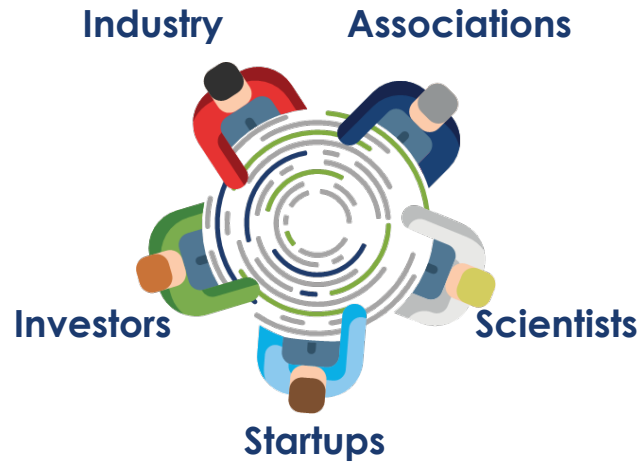




make science, think business.

Innovation Circle: one place for all innovation stakeholders

STAKEHOLDER



Executive Partner



Research Partner



AREE TEMATICHE



Therapeutics



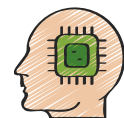
Diagnostics



Medical
Devices



Regenerative
Medicine



A.I. in
Healthcare

OPERATIVE SITES



Headquarter
MIND - Milano



East Gate
TCC - Trieste



West Gate
S.Martino - GE

What are the advantages for Entrepreneurs?

- Access to scientific expertise + financial/industrial resources
- Significant reduction of time-to-market
- Development of derisking strategies
- Commercial opportunities
- International visibility from day 1

What are the advantages for Partners?

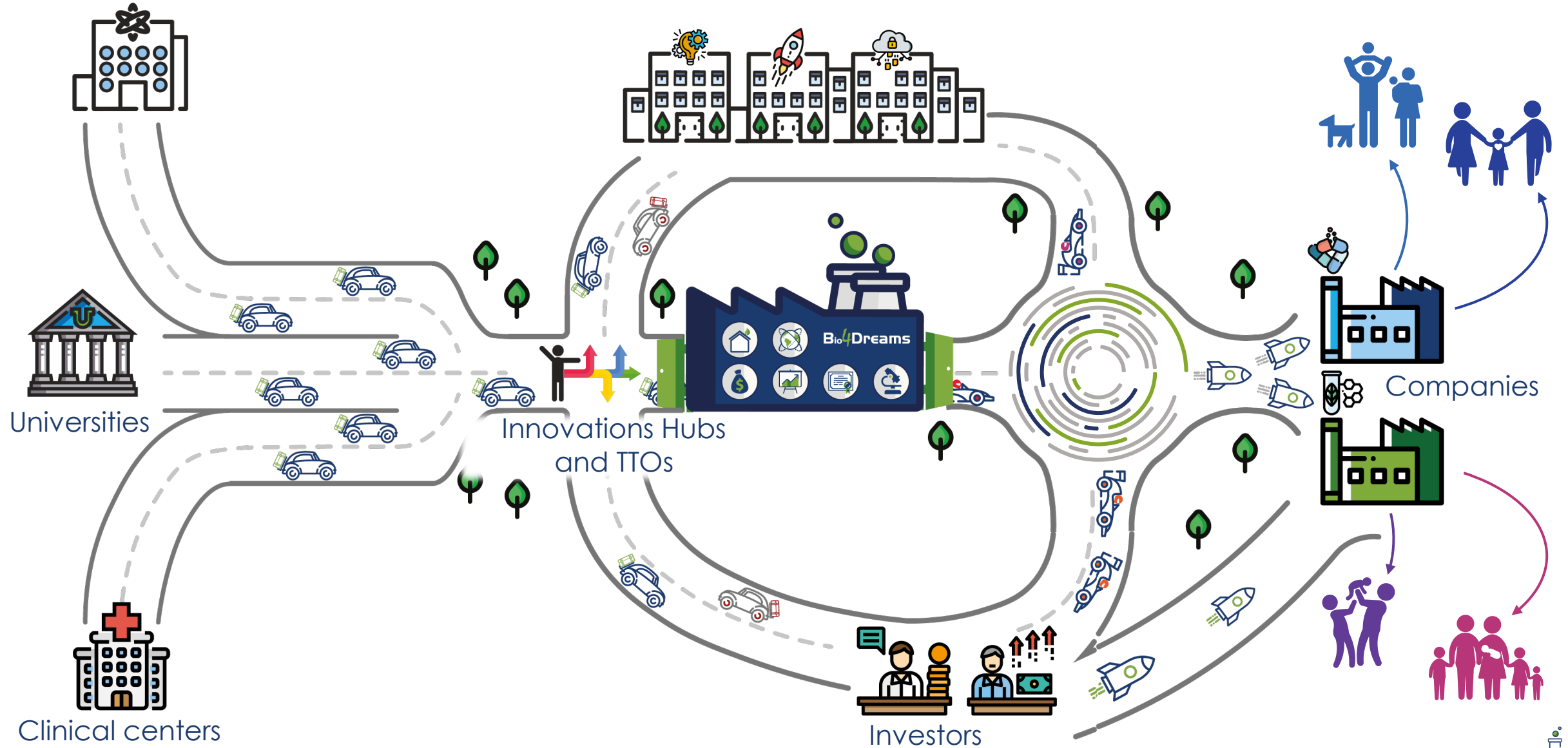
- For their current pipeline
 - Speed up of current investments
- For their future pipeline
 - First vision on selected projects within Bio4Dreams international network
 - Coordinated action with complementary partners for joint derisking investment strategy



Innovation Circle: a key junction for innovation

Research centers

Incubators and Accelerators



Innovation Circle: sites

WEST GATE

Genoa

**Virtual
Reality Hub**



Trieste
Convention
Center

EAST GATE





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BUSINESS MODEL

make science, think business.

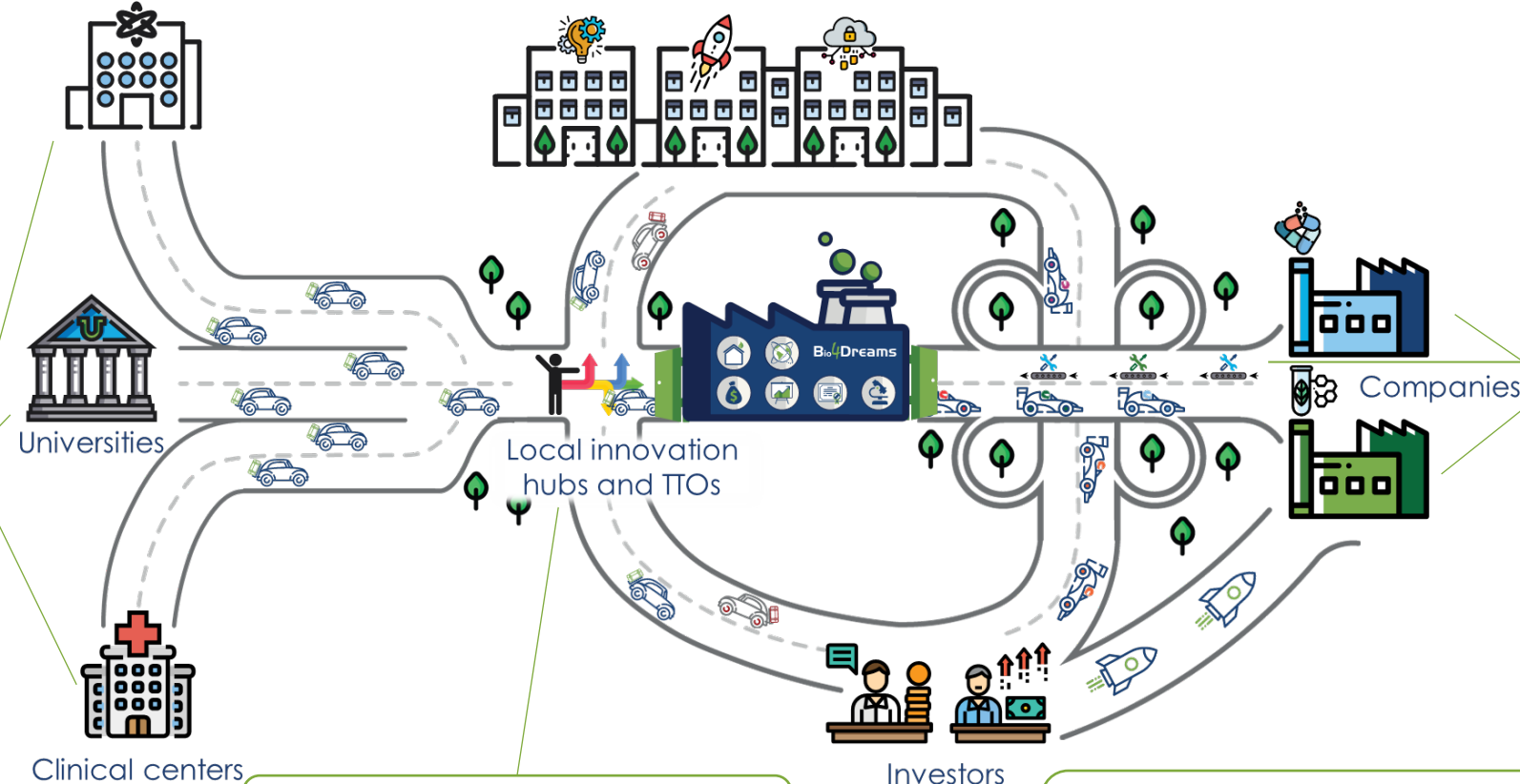
Very Early Stage: meet the stakeholders

Multidisciplinary incubators and accelerators oftentimes just can't provide the right support that's specific to Life Sciences' ventures.

Bio4Dreams works shoulder-to-shoulder with them, sharing startup projects at different development stages, that can benefit from players other than Bio4Dreams.

Research centers

Incubators and Accelerators



Universities, research centers and clinical centers generate a steady flow of projects and spin-offs, at very early stages of development and do their best to drive them towards investors and the market.

Bio4Dreams works with them both at a tech transfer level as well as at networking level, by actively putting in touch the demand for technological platforms and know-how, with those who have them and can't fully exploit them on their own.

Pharma, biotech and med-tech companies are ever more in search of promising startups. Too often though, potentially interesting opportunities are discarded because too early stage.

Bio4Dreams maintains a strong relationship with big industrial players. On the one hand to foster direct contacts between companies and startups and on the other hand, to feed the industry's point of view back to the startups, especially while designing the right incubation programme for a specific startup.

Local innovation hubs and tech transfer offices often struggle to find the right path for these early stage startups/projects.

Bio4Dreams acts as a Life Sciences specific partner, creating and managing a direct channel with local ecosystems.

Business Angels, Venture Capital funds and other investors often turn down startups/projects because they are too early stage and/or lack sufficient structure.

Bio4Dreams works closely with them from the very beginning of startup selection, in order to be able to create more structured and market driven support programmes, with a long term perspective.



Pipeline: Bio4Dreams' innovation feed



Bio4Dreams' partnerships network serves both as a **constant source of pre-screened innovation** and as fertile ground for the **development of Bio4Dreams at a local level in different territories**

Investors and Venture Capital firms:

- Biovalley Investments (IT - Trieste)
- Innogest (IT - Milano)
- Panakes (IT - Milano)
- TechWald (IT - Torino)
- Claris Ventures (IT - Torino)
- Value Italy (IT)

Science and Technology bio-parks:

- Hub Innovazione Trentino (IT - Trento)
- Toscana Life Sciences (IT - Siena)
- Istituto Italiano di Tecnologia (IT - Genova)
- ComoNexT (IT - Como)

Industrial, Institutional and Strategic partners:

- IBM Italia
- Jacobacci & Partners
- Unicredit Start Lab
- AIFI
- Assobiotec
- Assolombarda
- Italia StartUp
- Premio Gaetano Marzotto
- Endeavor

Complementary Accelerators/Incubators:

- YouNick (PL)
- Digital Magics (IT)
- MATERIAS (IT - Napoli)
- Social Fare (IT - Milano)
- Tech-Silu (IT & CINA)
- WyLab (IT - Genova)
- Liftt (IT - Torino)

Universities, Scientific Associations and Clinical Centers:

- Helsinki University (FI)
- Tampere University (FI)
- Pecs University (HU)
- CIBIO (IT - Trento)
- ISSNAF (US)
- World Scleroderma Foundation (CH)
- IRCCS Istituto Giannina Gaslini (IT - Genova)
- IRCCS Ospedale Policlinico S. Martino (IT - Genova)
- Università di Genova



Rationale: Bio4Dreams' innovation feed



Overall rationale: build an international Life Sciences network in order to scout early stage startup projects and shorten their time-to-market by quickly activating different parts of the network to the advantage of all stakeholders.

Geographic criteria



- **High level of scientific research** but lack of effective tech transfer ecosystem
- Strong presence of **national/local financing tools** for Startups

Partner selection criteria



- **Other incubators/accelerators** that operate either in complementary areas or in different development stages
- **Universities and Scientific Associations** that generate new technologies and discoveries but struggle to help them reach the market
- **Bio-parks and Science-parks** that sometimes lack the freedom to operate, speed and entrepreneurial logic that new ventures need.



Our partners: possible interactions

Pipeline sharing



periodic individual meetings/T-cons with each partner to share respective pipelines with specific focus on startups that are deemed interesting for the other party.

- **Applicable to:** Bio-parks and Science-parks.

Co-investments in shared startups



co-investments between two or more partners of Bio4Dreams' network to jointly support the development of startups and SMEs.

- **Applicable to:** complementary incubators/accelerators; universities and science associations; Bio-parks and Science-parks.

Joint communication strategy



establish a joint communication strategy that encompasses all partners in order to maximize media impact and momentum, to the advantage of all stakeholders.

- **Applicable to:** complementary incubators/accelerators; universities and science associations; Bio-parks and Science-parks.

Complementary collaborations



work with each partner on specific startups to provide/source complementary services/skills/facilities, to the advantage both of each supported startup and of the other party.

- **Applicable to:** complementary incubators/accelerators; Bio-parks and Science-parks.

Ivy league launch pad

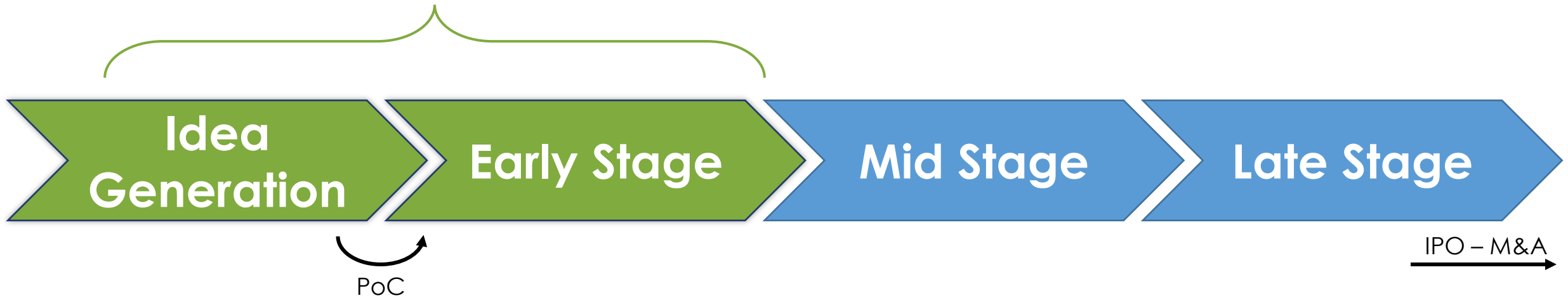


work together with all partners to source and support new Life Sciences ventures coming from locations with strong science but poor ecosystems, with the ultimate goal of showcasing them on the international stage at the highest level (e.g. USA, China, Israel...).

- **Applicable to:** complementary incubators/accelerators; universities and science associations; Bio-parks and Science-parks.



Our business model: startup development stages



Our business model: from idea generation to early stage

Idea Generation

Early Stage

Mid Stage



Date 06/2021

Projects selected for Triage



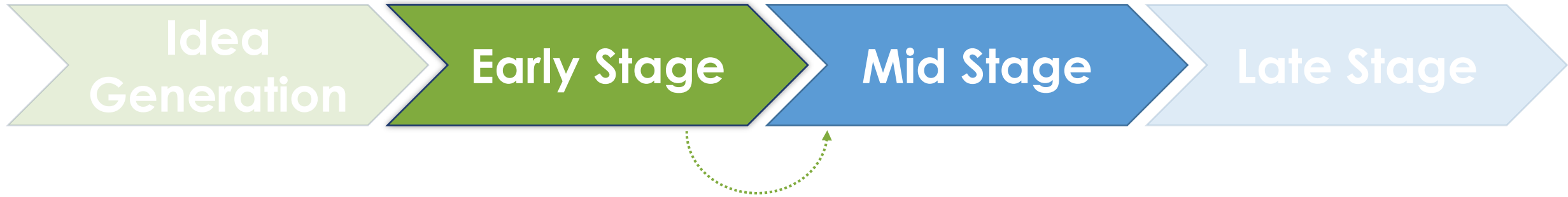
Projects selected for Boost



Launched startups



Our business model: portfolio management strategy



When a startup is ready to take the leap **from Early Stage to Mid Stage:**

Product based Startups (70% of portfolio avg.):

1. Partial exit:

- Our **industrial partners (pharma, biotech and medtech), financial partners (Life Sciences' specific VCs) and/or Bio4Dreams' shareholders**, can acquire up to **50% of shares** originally held by Bio4Dreams
- **Bio4Dreams remains a shareholder with 50%** of its original shares and transitions to an **«hands-off» approach** with respect to the startup's governance

2. Total exit :

- At a later stage Bio4Dreams **will follow the «natural» market exit of the startup**

Service based Startups (30% of portfolio avg.):

- 1. Boosting the ecosystem:** Bio4Dreams can **retain 100%** of its shares, effectively adding the startup to its network of service companies network, with a **specific focus on the contribution that the startup can make to the development of new ventures**





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