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A photograph of three scientists in a laboratory setting. Two women and one man, all wearing white lab coats, are engaged in a conversation. The woman on the left is wearing glasses and has long brown hair. The woman in the middle has long blonde hair. The man on the right has a beard and glasses. They are standing in front of a lab bench with various equipment, including a pipette, a lamp, and some electronic devices. The background shows a window with a view of a building. The text "INTRODUCING VENTURE PROGRAMS & BIO STUDIO" is overlaid in large white letters. The lab coats have "BI" printed on them.

# INTRODUCING VENTURE PROGRAMS & BIO STUDIO

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# WHAT is BII?





A woman in a white lab coat is speaking into a microphone on a stage. She is smiling and gesturing with her left hand. To her left, another woman is holding a large bouquet of flowers. The background is dark with many small, glowing yellow dots, resembling confetti or stars. A large banner in the background reads 'Winner' in large white letters, with 'Vaccine Lab Dem' and 'Cohort #1' visible below it. The overall atmosphere is celebratory and professional.

BII supports world-class life science innovation that drives development of new solutions by **early life science start-ups** for the **benefit** of **people** and **society**.

We incubate world-class life science and **catalyze** its **commercialization** of new solutions through start-ups by using our **knowledge**, **network**, **funding** and **infrastructure**.



# WHO is BII for?

Planetary Health

BII is primarily engaged with **start-ups** within two key areas.

BII's programs are for early life science **entrepreneurs** and established **organizations** who want to support the life science ecosystem.

Human Health

# BII is primarily engaged with start-ups within two key areas

## PLANETARY HEALTH



FoodTech



Carbon capture & Energy



AgTech



Biomaterials & Chemicals



## HUMAN HEALTH



Cancer



Brain and mind



Immune & inflammatory diseases



Infectious diseases



Metabolic diseases



Women's Health





# WHY BII?



# BII programs



Hospitals



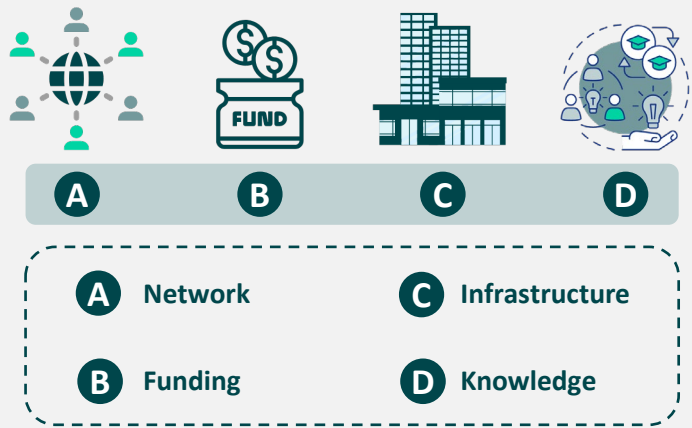
Universities



Industry



## BII offers



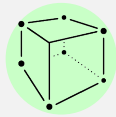
..through our programs



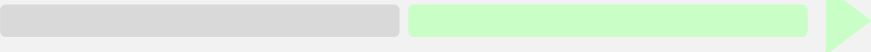
Venture Lab



Convertible loan of  
EUR 0.5 million



Venture House



Convertible loan of  
EUR 1.3 million



Bio Studio



In-kind grant of up to  
EUR 1.03 million/yr

## Viable biotech start-ups





# 01

## Knowledge

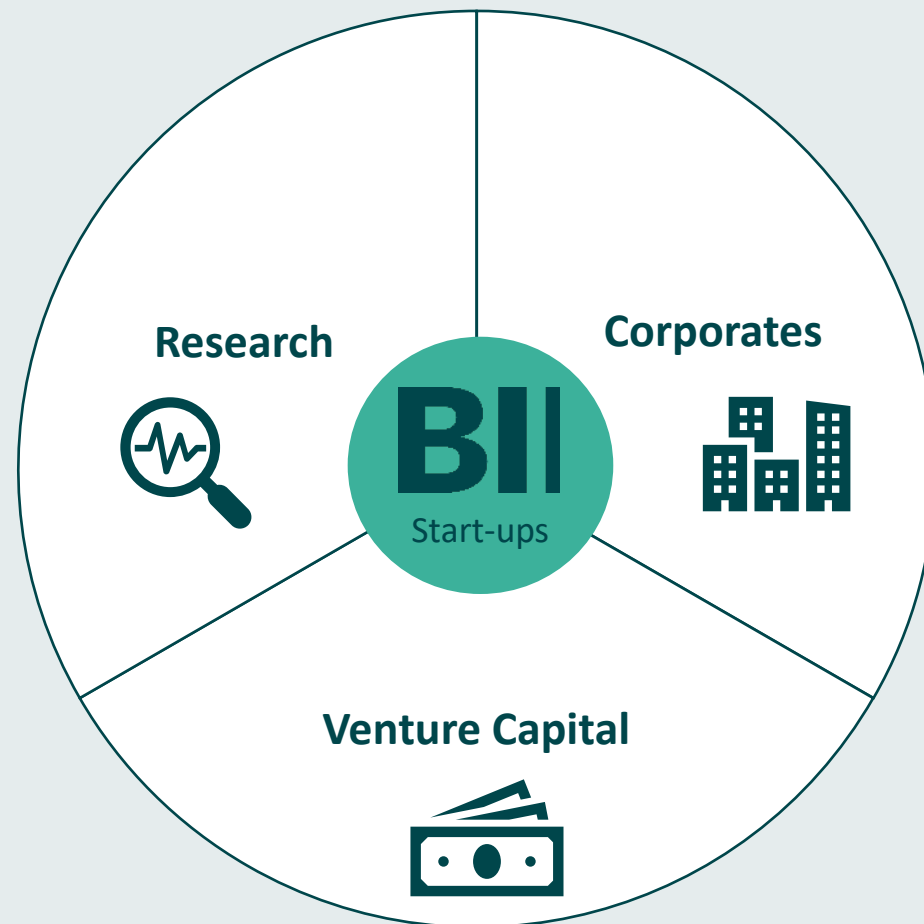
Every BII start-up gets their own BII anchor: an expert responsible for supporting their business development with **knowledge**, tools and mentorship.



# 02

## Network

Our start-ups benefit from our **network** within the eco-system. Our collaboration partners take a starting point in the start-up's journey and needs.





# Access to 80+ investors in our regular VC Network Meetings...



# 03

## Infrastructure

Our start-ups get access to our **community** and **infrastructure** which includes 3500m<sup>2</sup> office space and laboratory facilities, and access to technical platforms.











**Total BII**  
(excl. Bio Sudio)

**80**

Start-ups from 2018 to 2022

**61**

Start-ups received  
external funding

**8**

Series A  
investments  
>10M EUR

**22**

Seed  
investments  
>1M EUR

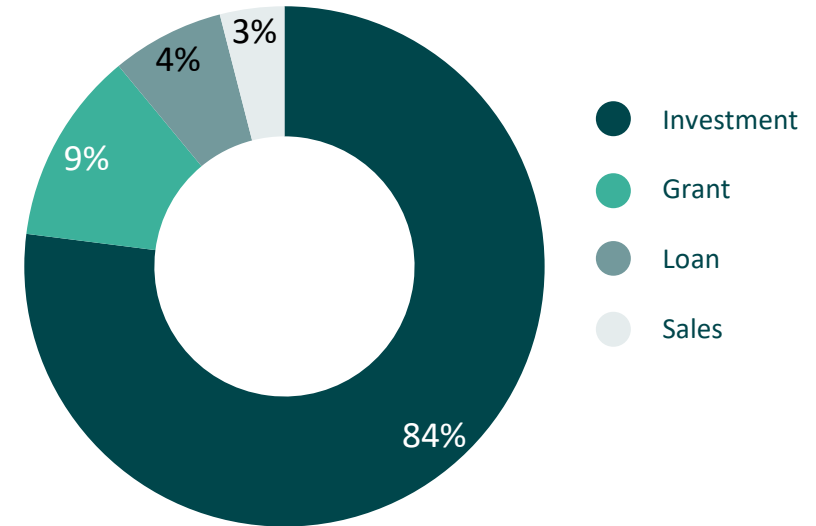
**29**

Other  
investments  
<1M EUR

**130**

Additional  
Grants

Distribution of funding types



**382M**

EUR external funding  
raised by our portfolio

**76%**

Of portfolio have raised  
external funding since 2018

**71M**

EUR of BII funding  
awarded to start-ups

**5.4**

External funding leverage  
on average across portfolio





## Bio Studio

### Purpose

Establish spin-out companies based on transformative research

### Funding

In-kind grant of up to EUR 3.15M

### Duration

3 years



## Venture Lab

### Purpose

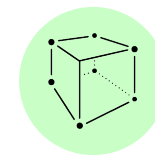
Venture Lab is designed to help start-ups in the early phases

### Funding

Convertible loan of EUR 0.5M

### Duration

12 months



## Venture House

### Purpose

Venture Lab focuses on company maturation to prepare for funding

### Funding

Convertible loan of EUR 1.3M

### Duration

18 months



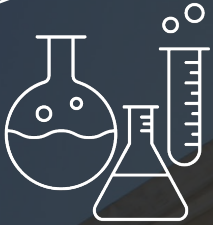
# Venture Lab

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# Our Venture Lab Program relies on three pillars



## **SCIENCE**

Every team is supported in identifying critical experiments, getting access to KOLs and has access to our laboratory facilities.



## **BUSINESS**

Monthly crunches with the purpose of generating an actionable component in the business plan and due diligence portfolio.



## **TEAM**

Founders are grouped in Halos with a dedicated business psychologist who support them with leadership challenges.

# Venture Lab Eligibility Criteria



## No commercial funding

- Haven't received commercial funding or given out equity to date



## Science & Technology

- Single asset and platform companies
- Therapeutic area agnostic
- Looking for transformative innovation



## Intellectual Property

- No IP required for initiating VL



## Timing

- Companies eligible for VL can be as early as a project based on solid base of literature to companies that gathering their last pieces of in vivo data before filing for IND

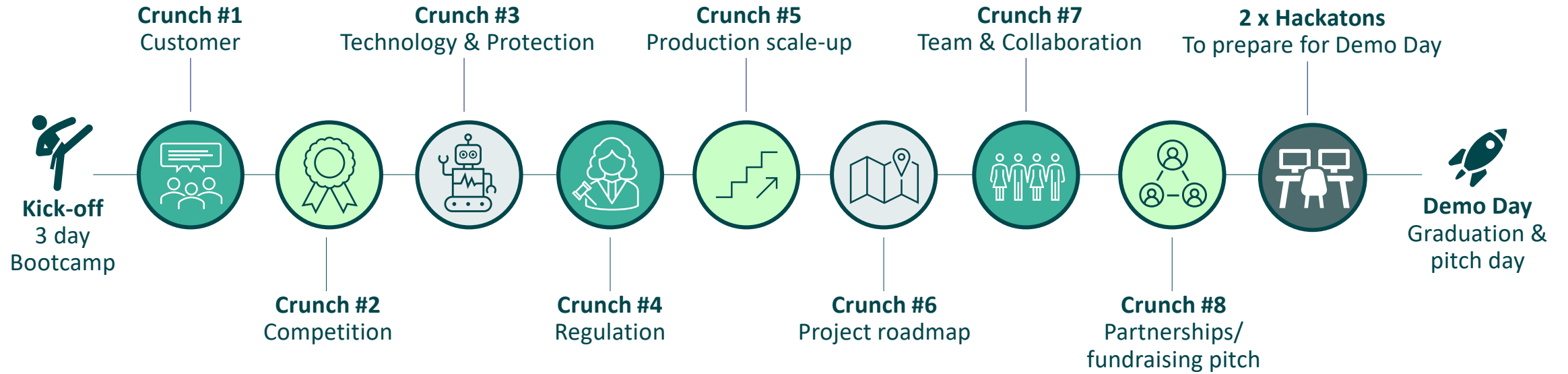


## Geography

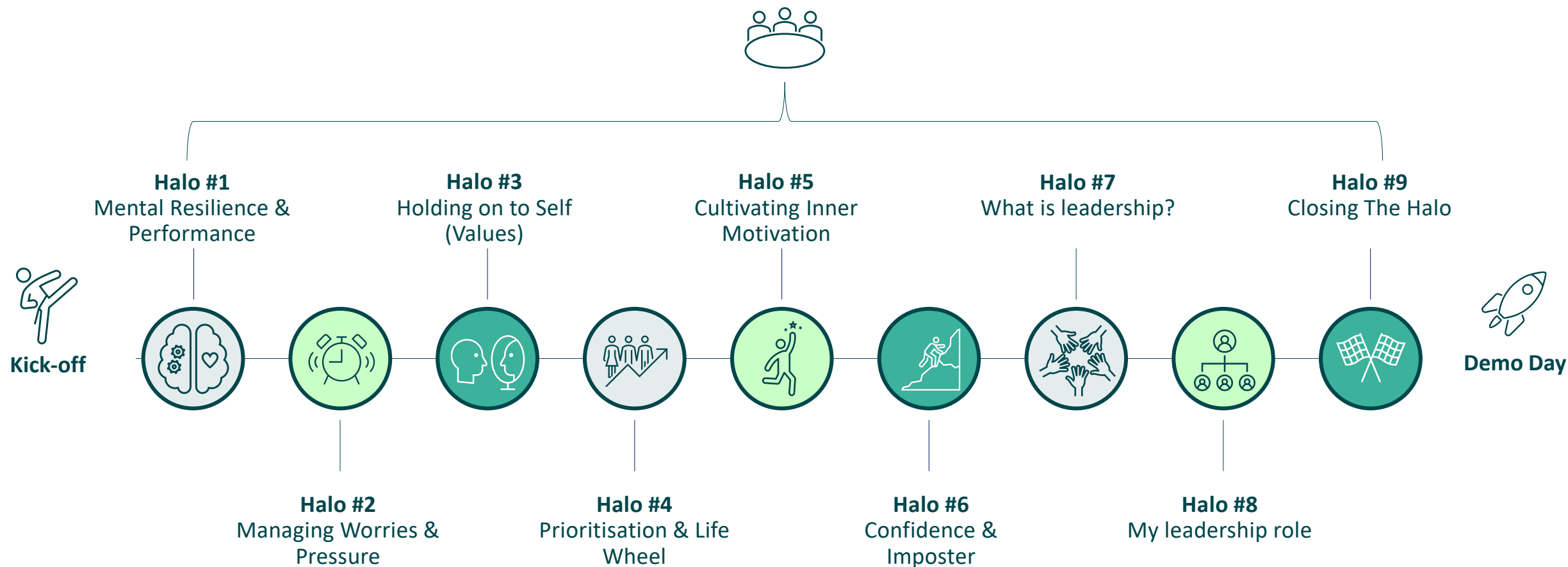
- We source companies in all of Europe
- Presence at BII is preferred, but 12-month tech transfer may not be optimal.
- No requirement to relocate to Denmark
- Minimum participation: physical presence during Crunches and Halos



# Venture Lab's monthly crunches strengthen business acceleration throughout the program



# Furthermore, the Venture Lab offers our founders to join our **Founder Halos**



- Each Halo is curated to deal with the specific psychological challenges (scientists) founder's meet building a venture



# What are Founder Halos?

- A confidential learning & support group
- 4-5 founders pr. Halo
- Founders across portfolio companies
- Venue outside of BII
- 2.5 h meeting 10 times a year
- 1 x 1 h individual coaching before Founder Halo start
- NDA is signed before start

Venture Lab's **Founder Halos** enable transformation process from a scientist to a start-up-founder



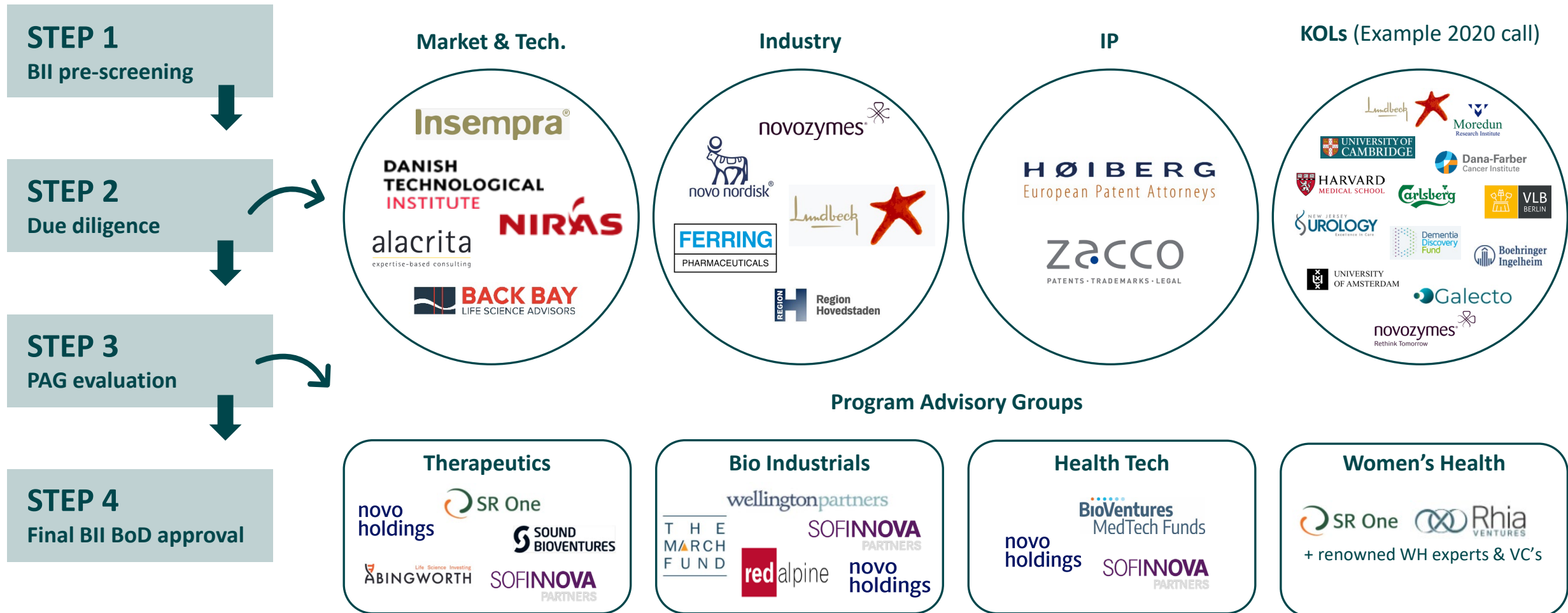
# Selection process

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# BII selects startups through careful due diligence in the application process



# Venture House

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# Venture House Eligibility Criteria



## No commercial funding

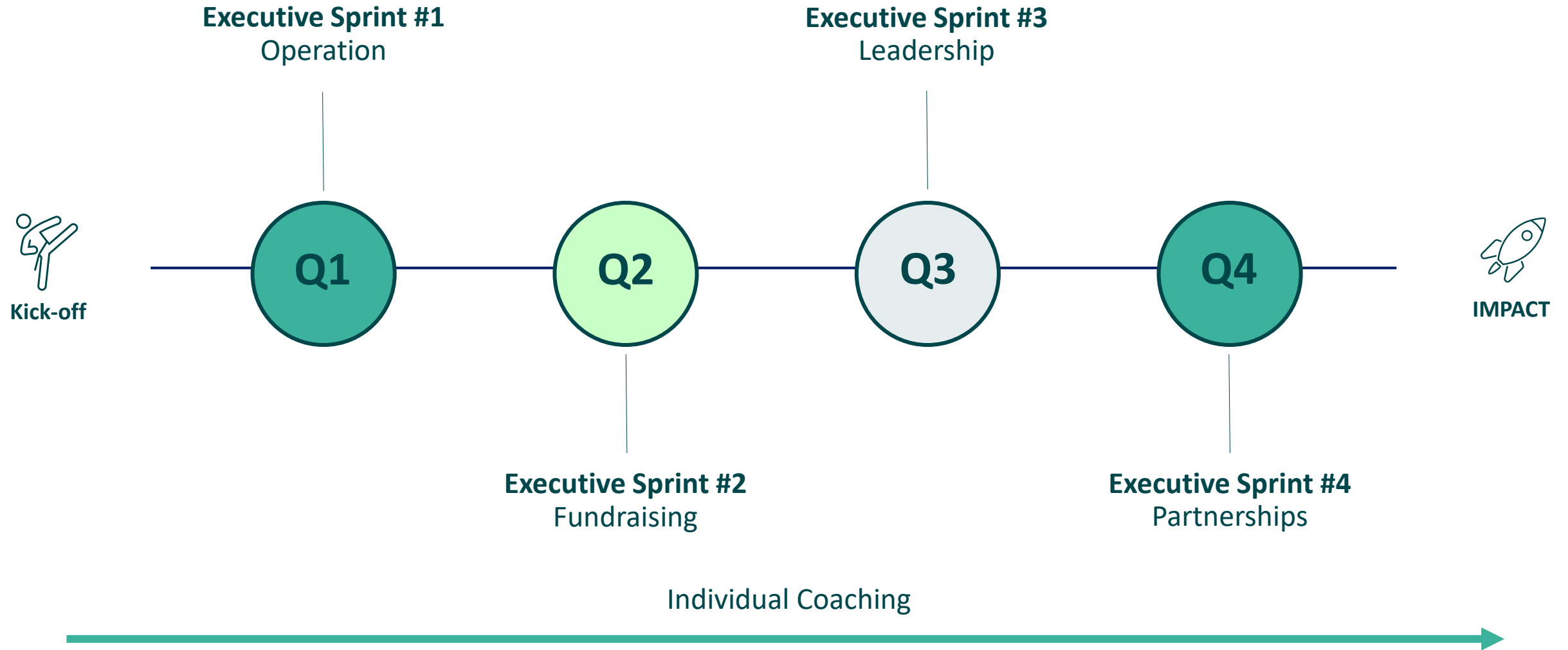
- You have received no commercial funding or have given out equity to date



## Post – VL only

- Venture Lab companies will be eligible to pitch on an invite-only basis

# Venture House Overview - 18 months program





# Bio Studio

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# Bio Studio Goals

Bio Studio supports world-leading, experienced Primary Investigators in **translating academic research** into **innovative products** for the **benefit of people and society**.

The goal of each project is the creation of a **viable startup** within **3 years** capable of obtaining external **investment**.





# Bio Studio translates academic research into new start-ups\*

## We want to...

- ▶ Establish **startup companies** based on **transformative science**, preferably **platform technologies**.
- ▶ Address **societal** and **health challenges** in ways that have **significant impact**.
- ▶ Establish an entrepreneurial **environment** that enables **cross-fertilization** between Bio Studio projects and other BII activities.
- ▶ Build **multi-disciplinary technology competences** that can drive development of **novel** and **innovative solutions**.
- ▶ Increase the **diversity of researchers** who become entrepreneurs.

# Bio Studio Eligibility Criteria



## Principal Investigator

- Strong academic track record
- At least 3 years of independent research group leadership experience as PI
- Entrepreneurial mindset preferably with demonstrated experience of translating research
- Ability to have affiliation to BII as consultant



## Science & Technology

- Scientific rationale and evidence validate the idea
- Established indicative data
- Large potential impact
- There must be no existing company



## Intellectual Property

- No IP required for initiating Bio Studio Project
- Background IP must be licensable to future spin-out company on market terms



## Team

- Clear plan for transferring competencies and key technology to BII
- Presence at BII, preferably including key researchers from the PI's group



## Commercial Potential

- Proposed solution addresses a significant current or future market need



# Bio Studio supports **world-leading entrepreneurial PIs** in establishing a **satellite group at BII**



## Funding

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- Up to 3 years
- In-kind grant of up to 7.86 M DKK/year (1.05 M EUR)
- BII can facilitate efforts to raise additional soft funding



## IP

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- IP **100%** owned by research institution partners
- BII assists in devising a solid IP strategy



## Sourcing

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- Projects are sourced globally from research institutions
- Sourcing will aim for thematic balance and diversity



## Team

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- PI affiliated as a consultant with BII
- Entrepreneur in Residence (EiR) at BII to drive company creation
- 3-5 researchers employed at BII
- Activities are based at BII in Copenhagen



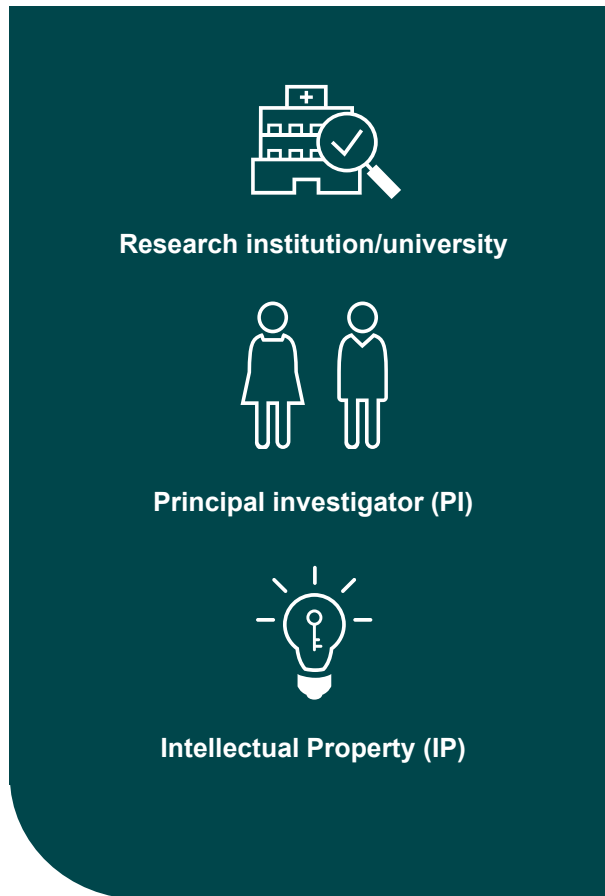
## Company creation

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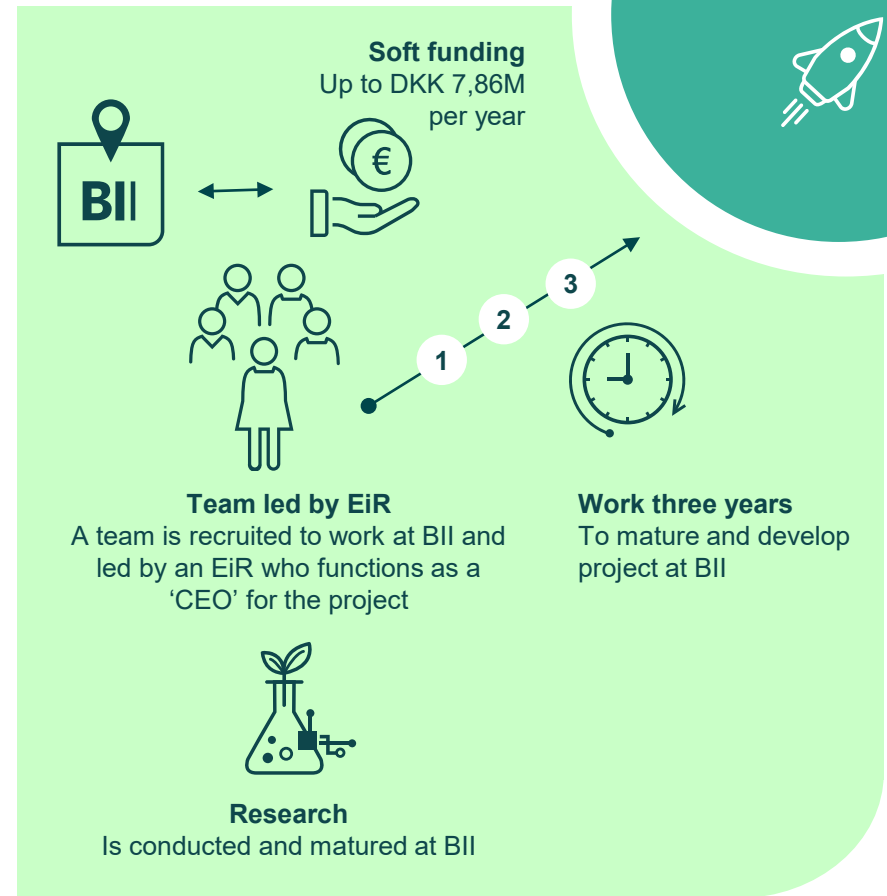
- Early investigation towards future funding options
- VC and Industry network connections
- Assistance with forming advisory board
- Team competency building

# Bio Studio model

## Research Institution



## Bio Innovation Institute



## Startup



**Collaboration agreement**  
A collaboration agreement is reached between BII and the research institution/university

**Consultant**  
PI has influence on team composition and is associated with the project as a consultant

**IP ownership**  
When a company is spun out, it can license the IP

**Exclusive license agreement**  
The IP obtained during the project period will remain at the university



# Key Stakeholders in Bio Studio projects

**PI**

**Principal Investigator**

**Drives scientific decisions and scientific leadership**

Remains at Home Institute.

Works with EiR to oversee running of the project.

**EiR**

**Entrepreneur in Residence**

**Team management and driver of company creation**

Based at BII with project team.

Responsible for daily running of the project and team.

**BII SPM**

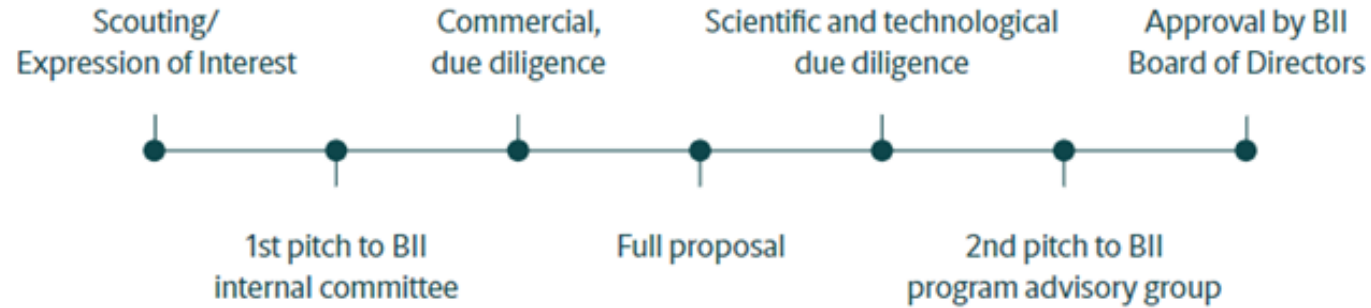
**Scientific Project Manager**

**BII contact assists with project management**

Based at BII with BII team.

Support the EiR with operational and strategic tasks including;  
(legal, equipment, hiring, reporting, progress updates)

# Bio Studio Timeline



Continuous project plan development together with BII scientific, technical, business and IP experts

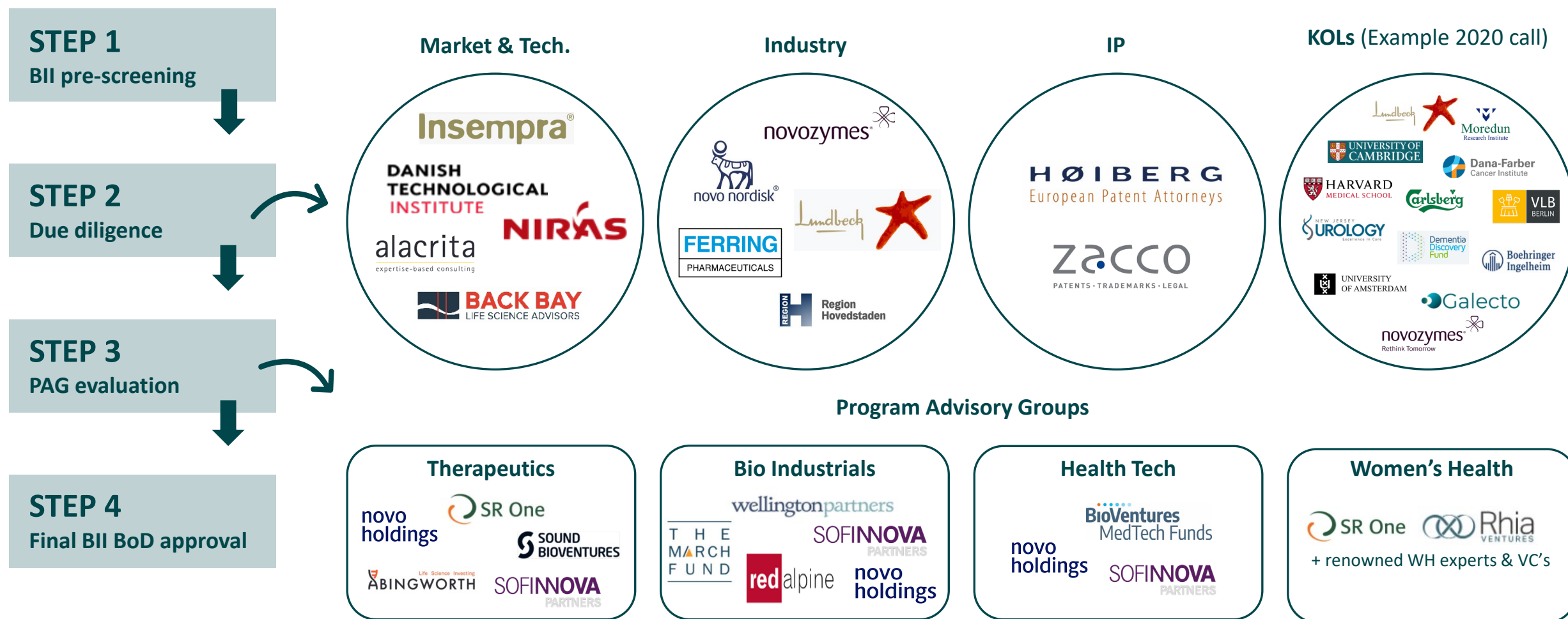


# Selection process

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# BII selects startups through careful due diligence in the application process





# Application

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# How to make a good application to Venture Lab or Bio Studio?

- Read the guidelines at [www.bii.dk](http://www.bii.dk)
- Be transparent about what you know and don't know
- Be upfront about the questions or gaps that still need to be addressed
- Communicate how your research is scientifically and competitively unique
- Compare your proposed solution to existing marketed solutions
- Include an idea of your first entry market e.g. lead indication
- Focus on explaining your technology, show us all data supporting your proposition (proprietary and public) and emphasize the novelty of it
- Show us a detailed development plan moving forward and think of what value inflection point could merit an investment in the future

**This is not a checklist, these are comments aimed at providing you with a better context of what we're looking for**





# BII Pre Application Feedback

If you are interested in...

- Guidance on whether to apply for Venture Lab or Bio Studio
- Feedback on project stage
- Guidance on information to include in your proposal

... then sign up for our Pre Application Feedback meetings

## ***Dates:***

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June 12th

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June 13th

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June 14th

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August 7th

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August 8th

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## Contacts...



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**Taylor Cooney**

*Associate, Science Strategy*

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A background image showing a group of people sitting in a meeting room, looking towards the front. The image is dimmed and has the word 'Questions?' overlaid in large white text.

# Questions?