



Fund Summary

Medical Valley Ventures ("MV-VC") is a first-time early-stage venture fund based in Erlangen, Germany. The **Medical Valley Group** has been established as a science-based healthcare network with some accelerators in the region Nuernberg / Erlangen (Northern Bavaria) by a number of well known research institutes, healthcare companies, authorities and university hospitals which represents the most attractive German healthcare excellence cluster. Medical Valley is heavily supported by the national and European level with significant subsidies.

MV-VC is going **to raise € 30-50m** from institutional investors and family offices in 2019. A first closing volume of the fund is aiming at € 17,5m. A globally active healthcare conglomerate (Siemens Healthineers) already confirmed their engagement in MV-VC as anchor investors. As part of the EIF-program MM-VC will be able to double its own resources.

MV-V is also offering additional cooperation options for companies, co-investments and fund-in-fund opportunities.

The MV-VC engagement is focused on Digital Health, and selected MedTech and BioMed-solutions. The first fund of MV-VC will **invest in 10-12 promising situations** (pre and post sales) in the European region with single investments around € 3-5m depending on predefined milestones. MV-VC will support startups as they build the next generation of medical devices and related services. Innovative business models with a short time to market and strong growth potential based on evidence-proven products, services and applications in the healthcare market (digital health) are prime targets for investments.

MV-VC is **closely cooperating with eitHealth in Europe and selected US institutions** (incubators & institutions embedded in the healthcare clusters) in order to quickly establish the portfolio companies in a second very significant market in order to raise the respective profile and valuation. MV-VC will **establish a parallel fund structures abroad** under the same brand with a common management.

MV-V is led by experienced investment professionals, who are supported by a high profile team of board members and very seasoned venture partners, who have executed a number of venture related transactions. MV-VC is enjoying an intensive **cooperation with the Medical Valley accelerators**, which ensure a constant access to promising dealflow, and closely related funds who are co-investing in the respective MV-V transactions and further supporting the MV-VC activities.

First targets are already identified for short termed investments. Even those pre-selected targets have to pass a high professional due diligence. Most of those targets are not just matching the demand of the European markets but also the huge markets of China and USA.

MV-VC will also participate in the EIF program and other initiatives that enforces the financial power of the fund.

MV-V Erlangen, January 2019

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OVERVIEW

WHAT ARE THE KEY FACTS OF OUR VENTURE FUND?



MEDICAL VALLEY

Germany's **leading-edge cluster** for medical technology & digital healthcare initiated by Siemens Healthineers in cooperation with EIT-Health (European Institute of Innovation and Technology).



MEDICAL VALLEY VENTURES

€ 30-50M European healthcare fund managed by leading professors, experienced technology entrepreneurs and fund professionals with US and Asian partners



VENTURE SCOPE

Early stage investments up to € 3-5M in **digital health, MedTech and service** companies in **Europe and the US** with strong growth perspectives.



USP

Pre-evaluated deal flow by Medical Valley and EIT-Health specialists and **ongoing development support** by European and US incubators and accelerators.

FUND DESIGN & USP

Medical Valley Ventures is a **closed-end, early stage venture fund aiming at digital healthcare investments**

The fund supports start-ups on their first steps into market as they build the next generation of medical devices & related services

Prime targets are innovative business models with strong growth potential based on evidence-proven products, services and applications.

NETWORK

Access to scientists, companies and clinics embedded in the MV environment

01



04

RISK REDUCTION

Selecting award-winning teams promises most attractive dealflow

SELECTION

Access to subsidy funded new solutions developed in own MV accelerators

02



05

MANAGEMENT / SMART MONEY

Intersectoral team of experienced fund professionals and technology entrepreneurs ensure intensive target monitoring

EVALUATION

Pre-evaluated dealflow possible due to long term evidence test in the network

03

06

ANCHOR INVESTOR

Siemens Healthineers as competent anchor and value-added investment partner

RESPONSIBILITIES

Advisory board



PROF. DR. E.R. REINHARDT
CEO of Medical Valley Group;
former CEO of Siemens Healthcare,
Mandated in investment orgs.



PROF. DR. ARMIN BOLZ
Prof. for medical IT at FAU, MV-board;
multi-entrepreneur; mandated in
biotechnology and investment orgs.



PROF. DR. BJÖRN ESKOFIER
Prof. for AI/machine learning & data
analytics at FAA; leading innovative
healthcare projects at MIT, Boston

General Partners



DR. MATTHIAS GRAEPER
30 years in European private equity
industry > 30 transactions executed;
Permira, BC Partners, IMC



KARSTEN VIETH
>25 years experience as multi-founder, and
CEO in the healthcare & insurance industry;
Allianz, Roland Berger, Munich Re

Venture Partners



FRANK ALTMEYER
Münster/D, Zürich/CH; founder of
Summary7 & WhiteChart; EX-
Kienbaum-Principal & CFO PMA



BORIS BERNSTEIN
Munich/D, Boston/USA
Private and public equity invest. CFA
Allianz, Water Street, Goldman Sachs,



JOERG TRINKWALTER
Erlangen/D; Managing director of
Medical Valley; entrepreneur, start
up founder & accelerator Mngt.



FABIAN SCHROETER
Palm Beach/USA; Co-founder of
QNIDOS IQ Healthcare Consulting
Startup network Europe, Asia & US



DR. RON SCOTT
Naples/USA; Board Adviser insulinNG
Founder of Wound Care Clinic of North
Texas; Clinical Professor Univ. Texas

Additional Commitments for early 2019:

- eatHealth as partner
- Managing director of Aescuvest
- Experienced VC-expert with Biotech background

FUND TERMS

FUND INFORMATION AND FUND STRUCTURE

FUND INFORMATION		FUND STRUCTURE	
Fund Name	Medical Valley Venture Fund I	First Closing	€ 15.0 million
Headquarter	Erlangen (Germany)	Fund Target Size	€ 30.0-50.0 million
Minimum Investment Size	€ 500,000 (private investor) € 2,500,000 (institutional investor)	Total Projected Investments	8 - 12 investments
Investment Stage	Seed to early stage (pre and post revenue)	Hurdle Rate	6.0% IRR
Investment Focus	Disruptive, high growth healthcare technology startups	Management Fee	2.0% p.a.
Geographic Focus	DACH, Europe, USA	Setup Fee	Recharging realized costs (< 1% one time)
Investor Involvement	Opportunity to provide support and mentoring to portfolio companies	Carried Interest	20.0%
Contact Info	Karsten Vieth (karsten.vieth@medicalvalley-vc.com) Dr. Matthias Graeper (matthias.graeper@medicalvalley-vc.com)	Fund Term	8 years (incl. 2 one-year extensions maximum)
		Team co-investment	1.0%