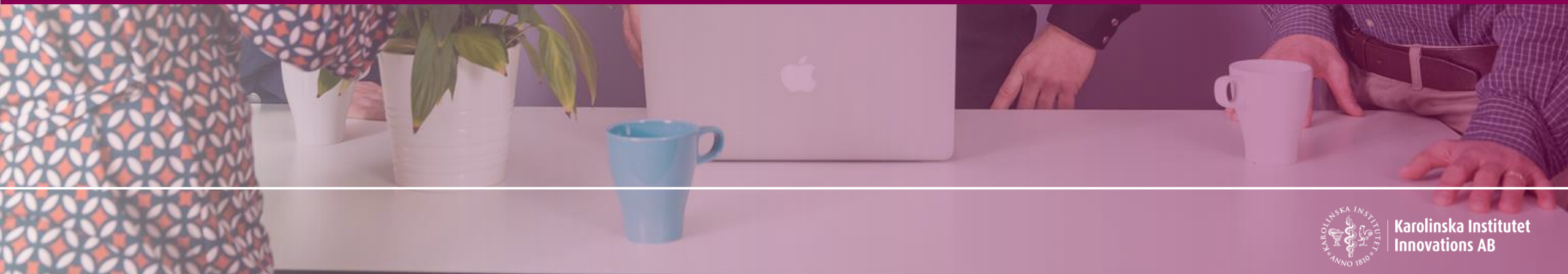




Catalyzer 2024

Mats Ferm, Annika Österdahl Wåhlberg & Christian Krog-Jensen

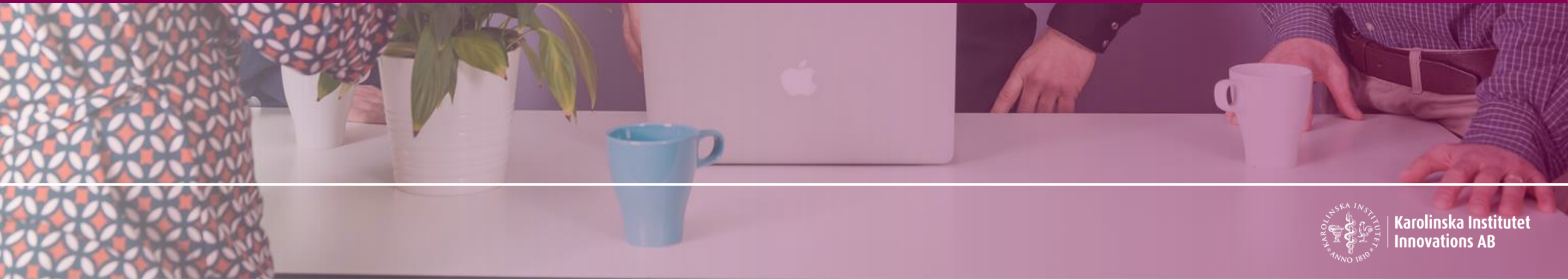




Catalyzer WS3

12 Nov 2024

Investors Perspective, Valuation, Pitch feedback
Agreements 1-2



Karolinska Institutet
Innovations AB

CATALYZER 2024

Life Science Business Development Program

23 oct	09.00-17.00 KI Campus, Humle Market research & analysis, Team, Board and Advisors	06 nov	13.00-17.00 Teams Impact & Sustainability in Business Development; Goals & Planning
12 nov	09.00-17.00 KI Campus, Humle Investor Perspective; Agreements	20 nov	13.00-17.00 Teams Customers, business models and health economics
27 nov	13.00-17.00 Teams IP strategy, Market access strategy	04 dec	9.00-17.00 KI Campus, Regulatory affairs; Budget and economics, Legal road to investment
5 dec	11.30-15.00 KI Campus, Humle How to make a winning pitch presentation!	11 dec	13.00-17.00 Teams Funding, Investments and due diligence
16 Dec	23.59 Deadline: Business plan	8 jan	9.00-17.00 KI Campus, Humle Information security, Product development, Marketing and communications strategy
7 -10 jan	Feedback: Business plan	16 jan	23.59 Deadline: Revised Business plan
14-15 jan	KI Campus Feedback: Pitch practice Individual meeting with DRIVE team	22 jan	13.00-16.15 KI Campus The Final - Dragons Den! Pitch for investor panel
19 jan	23.59 Deadline: Send Final Pitch If needed: Individual meeting with DRIVE team		





AGENDA 12 November 2024

8.50 Coffee

9.00 Check-in Mats, All

9.15-12.15 Investors perspective, valuation & pitch feedback (Hedvig Andersén, Senior Advisor, Torsen AB)

- 9.15 Investor perspective, valuation (presentation & short exercise)
- 10.45 Break
- 11.00 Pitch training & feedback (3 min pitch per company)

12.15 Lunch

13.00-16.30 Agreements - Shareholders and Team incentives (Sandra Jona & Ulf Lindén, Legal Works)

- 13.00 Agreements 1: Shareholders
- 13.50 Break
- 14.00 Agreements 2: Team incentives & models - Founders, co-founders, board members, advisors
- 15.15 -16.30 Agreements: WS
~16.00 Summary together

16.30-17.00 Check-out

CHECK-IN

45 sec
REFLECTIONS

Reflections & learnings from WS session 12 Nov?

- Impact & Sustainability Anna
- Goals & Planning - Mats

9.15 – 12.15

**Investors Perspective, Valuation &
Pitch feedback**

Hedvig Andersén



BREAK 10.45
15 min





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Thoughts about the
day?

Did you meet your goal
of the day?

Comments
/Questions
?

Analecto

Nexus
Epigenomics

Zerocyte
Medical

Ciprocity

Voxl Bio

CHECK-OUT



TO DO FOR NEXT WEEK (20 Nov)

WS4:

13.00 Introduction, Check-in

13.15 **Customer journey - Armel Grimault, Phosworks**

14.45 Break

15.00 **Business Models (Peter Hovstadius, CMO, Lipum AB)**

16.15 Check-out

16.30 End

See home work in coming email or meeting invitation from Mats (by Thu 14 Nov the latest).

Reminder:

- Continue writing on **your business plan** document (download template from members page)
- Add what you have worked on from today's workshop into the BP, and finish it before deadline **16 Dec**

Time well spent?

DRIVE Catalyzer Session #3 2024



Scan the QR or Use <https://forms.office.com/e/75ZinfZfY8>

FEEDBACK



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