

lifesciences @work

Health~Holland 

Expert Class 2 • 2018

Programme • Information

Let us guide you in the right direction!

Funding & Partnerships



Date

- 6 July 2018

Time Frame

- Starting at 12:00 hrs – ending at 18:00 hrs

Venue

- [TU/E Innovation Lab](#) | Eindhoven University of Technology
Address: Innovation Lab, MultiMedia Paviljoen, Horsten 1, 5612 AX Eindhoven



Audience

- Exclusively organized for Venture Challenge/Value Voucher/Medtech Partners/Biotech Partners and Take Off Alumni and new life sciences/medical technology startups

Programme Features

- Presentations and personal experiences by renowned expert
- Free 1-on-1 consultations
- Networking-Making valuable mutual introductions

Safe these dates

- Expert Class 4/2018 | **16 November** | Clinical Trials & Regulatory Affairs, Nijmegen.
- Expert Class 5/2018 | **14 December** | HTA & Reimbursement, Amsterdam.



Let us guide you in the right direction!

Thank you!

Contributing Experts and Supporting Organisations



Netherlands Enterprise Agency



Health~Holland

Programme & Contributing Experts

12:00 – 12:30 Ready to welcome our participants (including basic lunch)

12:30 – 13:00 **Start & Welcome & Who's who**



Ellen de Waal

Partner and Mentor LifeSciences@Work Accelerator, since 2008
 Owner Science Affairs, since 2015 | Owner PubliMarket, 1989-2014
 Communication Manager HARMONY Alliance | European Centre of Excellence for
 Big Data in Hematology, an IMI Project, since 2017



Chretien Herben

Founder and Programme Director, since 2008
 Acceleration Coach, Climate-KIC
 Manager Valorisatie, Health-Holland
 Programme Director, Global Scale Up Programme
 Trainer, Climate Launch Pad

13:00 – 14:30 **Funding experience from a medtech entrepreneur**



Benjamin Tchang

Co-founder and CEO at Usono

13:30-14:15 **Venture funding in the biotech sector**



Cheryl Zimmerlin

Associate at Merck Ventures

14:15-14:45 **National and European funding sources**



Niels van Leeuwen

Advisor (inter)national R&D cooperation, liaison top sector Life Sciences &
 Health at Netherlands Enterprise Agency (RVO)



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14.45 – 15:15 Break & 1-on-1 consultations (2 rounds)

15:15-15:45 **Legal matters in the funding stage**



Jelmer Kalisvaart

Attorney at Law, Loyens & Loeff

15:45-16:15 **View on Partnerships for startups from a multinational perspective**



Guiseppe Coppola

Business Ventures Lead at Philips HealthWorks

16:15-17:00 **The ThromboDx (funding) story**



Robert Al

(Former founder ThromboDX) Head of Business Development at TU/E Innovation Lab



Tom Würdinger

(Former founder ThromboDX)
Co-director Dept. Neurosurgery, Neuro-ocology Research Group (NRG) at VUMC

17:00 – 18:00 Wrap- up & Interaction & Drinks & Snacks

Participating Startup Teams | in alphabetic order by company

Cardion

Eelko Ronner, Founder

Profile: Cardion: Visualizing the heart and measure fluid contents of the lungs with use of robotics to reduce the shortcomings of the conventional measures. Cardion developed a method and system to obtain detailed information of lungs and heart in clinical practice. Obtaining accurate and relevant information on lungs and heart in critical ill patients can be a cumbersome task. Congestive heart failure versus infection versus normal lungs is hard to discriminate. In critical illness, blood pressure and heart frequency are key parameters. But these are results of other bodily functions as well, like the brain and kidneys. The Cardion innovation visualized the heart and measure fluid contents of the lungs by using robotics in an unconventional way, to reduce the shortcomings of the conventional measures, therefore ultimately save costs, enhance patient experience and improve quality.

- Preparing for founding (collaboration between Cardiologist, Radiologist and Physicist)

CART-Tech | www.cart-tech.com/

Paul Leufkens, Founder

Profile: CART-Tech: Bridging the gap between imaging and interventions. Despite the overall success of CRT in improving morbidity and mortality in selected patients with heart failure, a significant minority (25-40%) is nonresponsive. It has been shown, also by CART-Tech, that suboptimal LV lead placement is strongly related with a poor response to CRT. Placement of the LV lead electrode of the CRT device can be difficult and for some cardiologist, selecting the optimal site for the LV lead is a process of trial and error. When placing the LV lead, infarcted issue and its border zone are to be avoided whereas the segment with the largest delay in contraction should be the target. CART-Tech product CARTBox provides the solution to target the LV lead to the optimal location. With CARTBox, the essential data acquired from MRI can be combined with per-procedural fluoroscopic imaging in one system, visualizing all areas of interest on a single screen. The product is compliant with the current practice of CRT device placement, thereby making optimal use of all available medical imaging data. It will: Provide cardiologist with the much-needed visual guidance prior to and during the CRT placement procedure and augment the skills of cardiologists. CART-Tech is a spin-out of the Division Heart and Lung of the University Medical Center in Utrecht.

- Founded: 2014

CoreLife Analytics | www.corelifeanalytics.com

David Egan, Founder

Profile: CoreLifeAnalytics: Empowering scientists in the analysis of their own data sets, and open data; by giving them access to powerful, intuitive, web-based data analytics tools. In life sciences and health research, the technologies for generating large complex data sets are advancing faster than the tools for analyzing them. One result of this, is that biologists need to approach specialist data scientists for help in mining their data. Core Life Analytics is solving this problem by offering powerful, intuitive, web-based tools that biologist can use to mine their own data, as well as open data. Its first product, HC StratoMineR, targets the high content screening, (HCS), market. HC StratoMineR is a data analysis workflow platform. It allows our customers to analyze their datasets faster, with lower costs and with greater flexibility. Importantly, since it requires no local IT infrastructure, it will free them of the burden of managing servers and databases for data analysis. Core Life Analytics is a spin-off of Utrecht Medical Center.

— Founded: 2016. Venture Challenge Fall 2014 Alumnus.

Cyclomics | www.cyclomics.com

Alessio Marcozzi, Founder

Profile: Cyclomics invented a technology to measure cancer recurrence in liquid biopsies (blood). Cyclomics technology enables sequencing of single circulating tumor DNA molecules at near 100% accuracy. This is accomplished by a proprietary three-step process consisting of capturing, copying and concatenation of the original double-stranded ctDNA molecules. The resulting DNA products can be sequenced using portable single-molecule sequencing instrument (e.g. nanopore MinION). In addition, Cyclomics has developed a software package to perform detection and reporting of cancer mutations in the ctDNA sample based on a proprietary consensus calling algorithm. Cyclomics technology offers detection of cancer mutations in blood at single-molecule sensitivity, which is not reached by any other liquid biopsy test on the market. Moreover, Cyclomics offers a comprehensive test as it can detect mutations in complete genes or gene panels, ensuring secondary tumors or newly emerging tumor clones are not missed. Cyclomics is a first cancer diagnostic test that can be combined with portable third-generation sequencing, providing low-cost access to any diagnostic laboratory worldwide.

— Preparing for founding. Venture Challenge Fall 2017 Alumnus and Winner.

— NWO Take Off 1.

Hybridize | LUMC | www.lifesciencesatwork.nl/profile/hybridize/

Anton Jan van Zonneveld, Founder

Profile: RNA-based solutions for viral problems. On a yearly basis, more than 80,000 patients worldwide suffering from end-stage renal disease obtain a lease-on-life by receiving a donated kidney, dramatically improving their quality of life. While immunosuppression is essential to avoid rejection of the donor kidney, it also dramatically increases the risk of infection. Especially problematic in this setting is BK virus (BKV), a normally latent virus of the kidney that replicates to clinical levels in 35% of kidney transplant patients. This can trigger irreparable kidney damage that severely limits graft function and lifetime, leading to premature kidney loss and a return to dialysis. At present, clinicians are defenceless against BKV, with immunosuppressive tapering allowing the immune system to combat BKV, albeit with increased risk of both graft rejection and loss. At Hybridize, we have developed a cost-effective proprietary therapeutic compound that can be intravenously administered to protect the kidney from BKV-mediated damage while maintaining full immunosuppression. Hybridize is a spin-off of the LUMC.

- Preparing for founding, IP secured. Venture Challenge Spring 2018 Alumnus and Winner.

Predica | Radboudumc | <http://www.lifesciencesatwork.nl/profile/predica/>

William Leenders, Founder

Profile: Predica: to personalize the population based screening program cervical cancer and thereby prevent overdiagnosis and unnecessary treatment of healthy women who test positive in the current screening program. Predica is active in the field of diagnostics, prognostics and prediction of treatment response in oncology. With its first product, the CervicaDx test, the company will focus on detection of cervical cancer. With the CervicaDx test Predicta can measure activity of hrHPV, instead of merely the presence of the virus. It is the activity of the virus that is at the basis of cancer development. The test can be applied, as an additional test, on cervical scrapes that were already taken in the screening program, which makes the implementation of our test also very convenient. Apart from this, the CervicaDx test identifies if integration of the viral DNA in the host genome has occurred, a step which is considered the onset of cancer development. Using this information, a reliable risk assessment can be made about prognosis of disease. Predica is a spin-off company of the Radboudumc.

- Preparing for founding. Venture Challenge Spring 2018 Alumnus.
- NWO Take Off 1.



Sagacity | www.sagacity-pharma.com/

Ashraf Hachhouch, Founder

Profile: Sagacity Pharmaceuticals is dedicated to developing medicines for the prevention of Alzheimer's Disease. Focused on developing drugs for the prevention of Alzheimer's Disease. This requires a safe drug that gets to the brain and is of low burden to patients in terms of both cost and application. In its primary drug development program, small molecules blocking Tau aggregation will be optimized to lead stage. Upon development of our lead compounds, we will enter pre-clinical development, becoming investor-ready for more significant funding to complete Phase I/II studies in healthy persons at high risk of AD, as defined by biomarkers. Using a proprietary assay to screen the J&J compound library, we have obtained first-line hits, giving us the green light to proceed with our large-scale screen. At this time, we are working with J&J to spin out this early phase program, that will serve as the cornerstone of our portfolio. Sagacity is an entrepreneurial team of young pharmaceutical professionals with complementary expertise.

- Founded: 2018 // Venture Challenge Spring 2018 Alumnus // BioBusiness Summer School 2016 // Finance for Pharma Growth course Fall 2017 VU // Webit Festival 2018 Founder's Games.

Spectrum Biodiscoveries

Bart Westerman, Founder

Profile: Tech-platform for identification combination-therapy

- Founded: 2017 // (locally funded by VU-IXA)



Scinvivo | www.scinvivo.com

Geert Claassen
Camile van der Heijden

Profile: Current imaging techniques for bladder cancer have their limitations, as they only enable the urologist to visualise the bladder wall surface. In 30% of the cases, healthy tissue is incorrectly classified as cancerous. Another limitation is that it is difficult to fully remove a tumor during a surgical procedure, as the borders of the tumor are difficult to visualize. The last limitation is that it is impossible to determine the invasion depth of the tumor with current imaging technologies, while the invasion depth has major impact on the proposed treatment. All these limitation lead to unnecessary, invasive, and costly interventions. Scinvivo is developing an imaging catheter which will allow the urologist to look up to 3 mm inside the tissue of the bladder wall. The catheter acquires an 'optical biopsy', which provides the same diagnostic information as a real biopsy, but non-invasive and real-time. With this optical biopsy the urologist can differentiate cancerous tissue from healthy tissue and define the muscle invasiveness of the tumor, during cystoscopy.

— Founded: 2017. MedTechPartner Alumnus

UpyTher | www.lifesciencesatwork.nl/profile/upyther/

Geert van Almen, Founder
Peter-Paul Fransen, Founder
Maarten Bakker, PhD Candidate

Profile: UPyTher develops custom drug delivery solutions for conventional and next generation therapeutics. Our lead indication will revolutionize the treatment of peritoneal cancer, which is one of the most deadly cancers and affects hundreds of thousands of patients worldwide. Aggressive hyperthermic intraperitoneal chemotherapy (HIPEC) is considered standard of care, but is also associated with poor therapeutic efficacy because it only allows short exposure to the drug. UPyTher offers a single shot therapy for peritoneal cancer that allows local continuous drug exposure to improve therapeutic efficacy, patient recovery and survival. Its platform is based on proprietary supramolecular polymer chemistry and consists of a modular hydrogel drug depot and a common chemotherapeutic drug. The unique features of this platform enable local therapy, prolonged release of a hydrophilic drug with enhanced tumor penetration, whereas comparable hydrogels for local drug delivery typically lack this combination.

— Preparing for founding and looking for pre-seed capital. Venture Challenge Fall 2017 Alumnus.



Viewpoint Medical

Ben Palmer, Founder

Profile: Idea for viewing veins. Description: Using a hands-free stand (e.g gooseneck stand) to hold the device, it can then be positioned over a patient's arm / veins. The device projects light onto the intended area, at a frequency that haemoglobin absorption occurs. The absorption rate provides a contrast to the surrounding tissue and a clear anatomical image of the underlying veins is visible to our camera. This image is projected onto the surface of the skin. The nurse or Dr can now see the veins clearly and administer venepuncture procedure.

— Founded: 2017

YourRhythmics | www.yourrhythmics.com

Patric Machiels, Managing Director

Profile: YourRhythmics focuses on the development and marketing of a technology which can determine the severity of cardiac arrhythmia. By knowing the severity of cardiac arrhythmia, cardiologists can determine a better treatment strategy for the individual patient. The company operates from a basis of decades of research on Atrial Fibrillation at the Maastricht University.

— Founded: 2018

Also joining

Erasmus MC TTO | www.erasmusmc.nl/tto/

Jetty van Ginkel, Business Development Manager

- Involved in Exorcis; general interest; 2—3 startups each year, most of them originating from low tech care innovations, however attending to be able to provide the right service to entrepreneurial scientist in the early phase of spin-offs.

Inventin | www.inventin.nl

Corne van den Kieboom

- Founder Inventin: In vitro Diagnostics: Consultancy, Contract Research, Prototype development.
- Co-Founder: X-Heal Diagnostics: improving lung health through fast, specific and non-invasive diagnosis of lung infections in different patient groups including chronic obstructive pulmonary disease (COPD), cystic fibrosis (CF) and tuberculosis patients. Venture Challenge Spring 2017 Alumnus and Winner.

Cancelled

MOBINICA Foundation, Mahmoud Shokrollahi (cancelled 04/07)

Development of 'masking layers for wet etching' which is an alternative for photoresists or other thin film masking layers used today extensively for manufacturing Microfluidics Chips. Preparing for founding (based at High Tech Campus, in contact with Philips).

Questions

CoreLife Analytics, David Egan

- Some money is better than other money.
- What should the entrepreneur look for in a "Good VC"?

Hybridize, Anton-Jan van Zonneveld

- How and when to negotiate with Universities about license, patent, royalties

Predica, William Leenders

- What is the optimal time to seek investments, can you be too early ?
- Investments or loans? What are the advantages and disadvantages of both?
- How to let a company grow with minimal stress :-)?



L@SW Expert Classes 2018

LS@W Expert Classes are a series of targeted workshops organized in close collaboration with industry experts on relevant topics for Life Sciences and Medical Technologies Startups. Expert Classes also offers 1-on-1 consultations with Mentors and LS@W Alumni to help you out, by sharing their expertise.

Expert classes are specially organized for alumni and participants of the Venture Challenge, Value Centre, MedtechPartners, BiotechPartner, MBI Life Sciences &Health, BioBusiness Summerschool and Take off participants. Startups not (yet) part of our LS@W community but who are interested in participating can send in a request to Ellen de Waal.

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LifeSciences@Work Accelerator

LifeSciences@Work is the national accelerator for high potential start-ups in Life Sciences and Medical Technologies. We offer a customized programme to help innovators build their business: The Venture Challenge, Expert Classes, the Value Center.

Health~Holland, Top Sector Life Sciences & Health
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