



MedTech Makers Lab



# History & Purpose



Founded in 2018 initially in partnership with Monmouthshire County Council and South East Wales Academic Health Science Partnership [SEWAHSP]. The project was known at MedTech Wales.



MedTech Makers Lab (MML) has been developed as a virtual and physical facility for early stage Med/Health Tech companies to be developed & mentored.



MML alongside corporate finance firm Capital Kinetics have launched an innovation management platform to prepare each of the member MML companies for funding and to grow.





# What we do



## Project Incubation & Planning

- Product Design
- Prototyping
- Clinical Review & Acceptance
- Health Economic Impact
- IP Evaluation and Guidance



## Commercialisation

- Unit Economic Modelling
- Market Research
- Business Planning
- Clinical Trials
- Launch plan and strategy implementation



## Funding

- Capital Raising
- Structuring the deal
- Stakeholder protection
- Anti dilution strategies
- Tax Planning and Research Credits



## Growth & Exit

- Ongoing Corporate finance advice
- Subsequent funding
- Merger/Acquisition
- Exit planning





# Unique Offering — the challenge

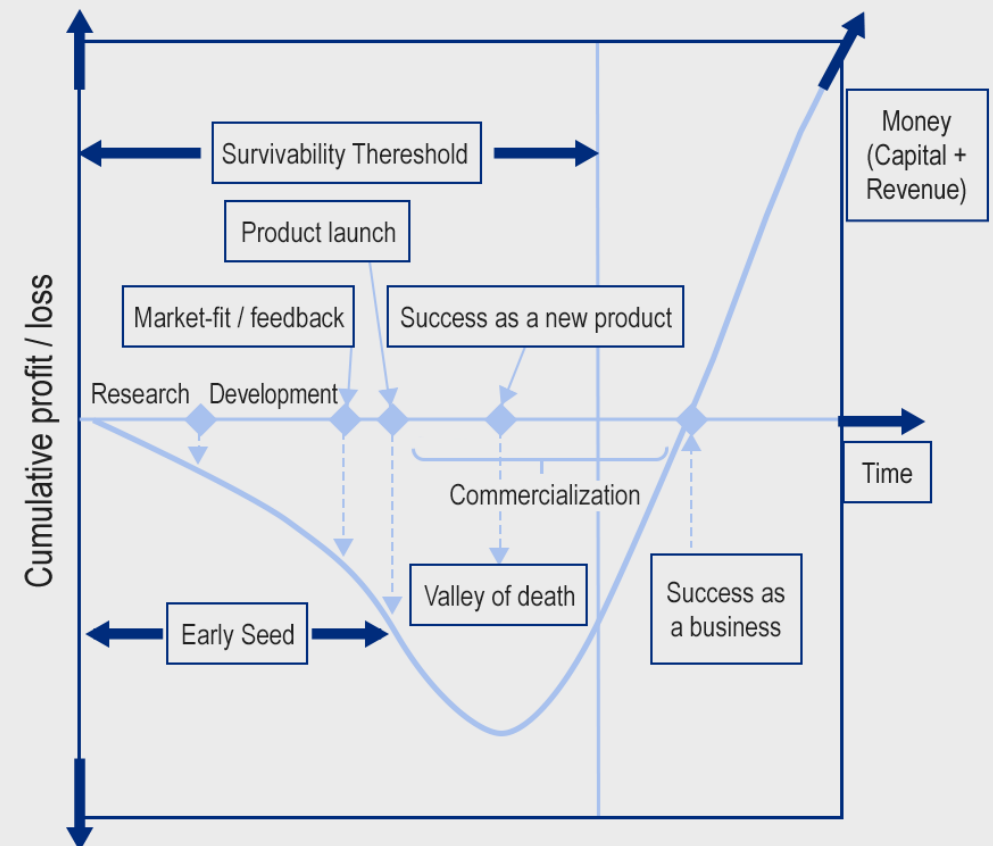
Up to 90% of innovative ventures fail in their early stages due to lack of funds or how the funding is structured. Professional investors tend to favour business models with longer track records. We bridge promising companies and help them navigate the so called “valley of death”.

We believe there is an incredible pool of talent with unexpressed potential that can help further our ambition.

By undertaking comprehensive due diligence on hundreds of companies in digital health, selectively investing in these businesses and by diversifying into a portfolio across different fields within that vertical, we aim to provide our investors with early winners and superior returns.

In addition to the existing pool of new businesses in the region, working with local partners such as UMK and SEMLEP will provide a pathway to ensure the viability, growth and stickiness to MK

## Startup Port — Tactical Roadmap Execution (Financial Cycles Of A Startup's Journey)







# Clinical & Academic Partners





# Corporate Governance & Research





# Geographic Reach

MML have built a pan European network of accelerators, and State partnerships

- Malta Lifesciences Park (MT)
- Maverx BioFutures Foundation (IT)
- British Embassy Warsaw [FCDO] (PL)
- Medtronic (IT)
- Cardiff University (UK)
- University of Bologna (IT)





# Timelines



## Onboarding [2 Weeks]

- Review business
- Review financials
- Background of the stakeholders
- Business model and route to market



## Initial Meeting [2-4 Weeks]

- Assessment of deal
- Scope of work
- Agree terms and conditions
- Funding requirement



## Funding Program [6-12 Weeks]

- Prepare business for funding
- Develop funding stack & placements
- Funding program & legal close







# Funding Stack



## Grant

- Government support
- Innovate UK
- NHS



## Equity

- Private Sector | Family Offices
- MiniPO (iPO)  
[Investment Management Platform]



## Dev Bank of Wales | British Business Bank [Matched Funding]

- Debt/Equity/Trade





# Implementation



## Private Equity Model

- Mentoring
- Implementation
- Commercial delivery



## Second Phase Funding

- Growth stage
- Partial exit
- Second round valuation



## Third Round and/or Exit





# Accelerator vs Private Equity



## Accelerator

- Generally Social or Government Provided
- Managing not Advising
- Grant and Social funding [slow]



## Private Equity

- Incentivised by Equity and Growth
- Experienced advisors and funders
- Funding from Capital Markets





# Team



## Christian Kumar – CEO

Graduate in Maths & 30+ Years in investment banking, wealth management & private equity



## Angelica Matildi – Investment Director

MSc Degreed in innovation management and entrepreneurship from Imperial College and experienced in medical technology, innovation and strategy



## Atul Mohan – Head of Research

Honours graduate from IE Business School with a background in mechanical engineering and experienced on social impact, medical technology and the industrial sector



## Sue Bevan – Project Manager [SEWAHSP]

PRINCE 2 qualified project manager and 8 years in medical project management.



## Alex Kingston – Analyst & Business Development

Graduate from the Manchester University Law School with minor in international politics. Worked for Bryan Cave Leighton Paisner (BCLP) on financial regulation and white-collar crime





# Additional Advisory Team

## **Dr Ramon Thamassebi**

Clinical Director, Trauma & Orthopaedic Surgery, King's College Hospital NHS Trust

Founder of OrthoHub and Partner at the Fortis Clinic [London]

## **Isobel Taylor PhD [23.03.21]**

Medical device design researcher, PhD candidate in design, experience in hospital trial as a Principal Investigator (PI). Clinical research & development, product, UX and logo - designer.





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