



Medical Devices International Trade Seminar

*Life Sciences Incubation Programs and
Entrepreneur Investment Opportunities in the USA*

Jim Bowie - Associate Director

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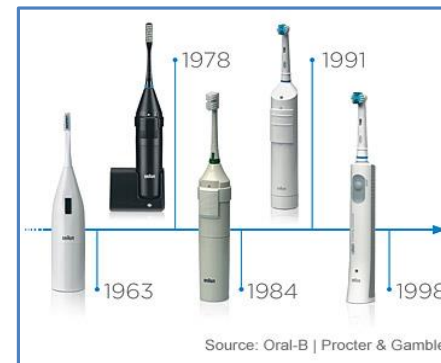


UCF

**Business Incubation
Program**

UNIVERSITY OF CENTRAL FLORIDA

Action 2 Toothbrush – Ornamics, Inc.





UNIVERSITY OF
CENTRAL FLORIDA

- **Orlando, FL Main Campus (12 Total)**
- **Founded in 1963**
- **66,183 Students (2nd)**
- **Leading Academic / Partnership / Research / Medical**
- **\$183M Funded Research**
- **'One of the Most Innovative' *US News & World Report***



Top Majors Include:

- **Health Sciences**
- **Psychology**
- **Biomedical Sciences**
- **Nursing**

Incubation Programs



UCF Life Sciences Incubator
@ Lake Nona

CALLING ALL SCIENTISTS AND INNOVATORS

The first and only **Turnkey Wet Lab Incubator** in Central Florida

2nd floor in the GuideWell Innovation Center
6555 Sanger Rd. #200
Orlando, FL 32827
407-313-2725
incubator.ucf.edu/lifesciences

UNIVERSITY OF CENTRAL FLORIDA **UCF**

A vertical banner for the UCF Life Sciences Incubator. The banner features the UCF logo and text: "Life Sciences Incubator @ Lake Nona", "CALLING ALL SCIENTISTS AND INNOVATORS", "The first and only Turnkey Wet Lab Incubator in Central Florida", and contact information: "2nd floor in the GuideWell Innovation Center, 6555 Sanger Rd. #200, Orlando, FL 32827, 407-313-2725, incubator.ucf.edu/lifesciences". The banner also includes the University of Central Florida logo at the bottom.



Business Incubation Program

UNIVERSITY OF CENTRAL FLORIDA

- **Founded 1999**
- **9 Incubators**
- **4 Specialty:**
 - **Technology**
 - **Photonics**
 - **Digital Media**
 - **New Life Sciences**
- **150 Current Companies**
- **International Soft Landing Program**
- **Best Incubator Award from the InBIA**

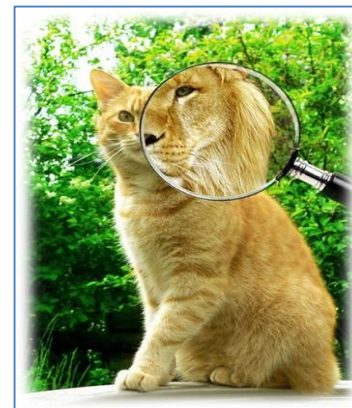


3 Areas of Business Services Provided

Facilities – Business Address, Office, Meeting Rooms, Receptionist, Shared Equipment

Resources – Research, Interns, Introductions, Press Releases, Investment, Software

Coaching – Strategy, Staffing, Workshops, Business Plans, Marketing Plans



Current Client Testimonial

“The Incubator offers a business foundation to launch our solutions as a serious player in our industry. We have seen results immediately using the resources, research and support from UCF.”

Booth B.Q80 - VERTISA

Mr. Axel Lopez - Partner



Finding Early Stage Investible Life Science/Bio/Medical Entrepreneur Companies



Lake Nona, FL



Kissimmee, FL

Life Sciences / Bio Medical Incubators & Other!

Incubators



Cambridge, MA



The University of Texas
Health Science Center at Houston

State Incubator Associations



Corporate Innovation Centers



State Medical Associations



**INTERNATIONAL
BUSINESS
INNOVATION
ASSOCIATION**



InBIA with over 2,200 member organizations lead entrepreneurship support organizations in 62 countries. We support business incubators, accelerators, co-working spaces, and entrepreneurship support organizations who are dedicated to nurturing unique startups in their communities.

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Biotechnology

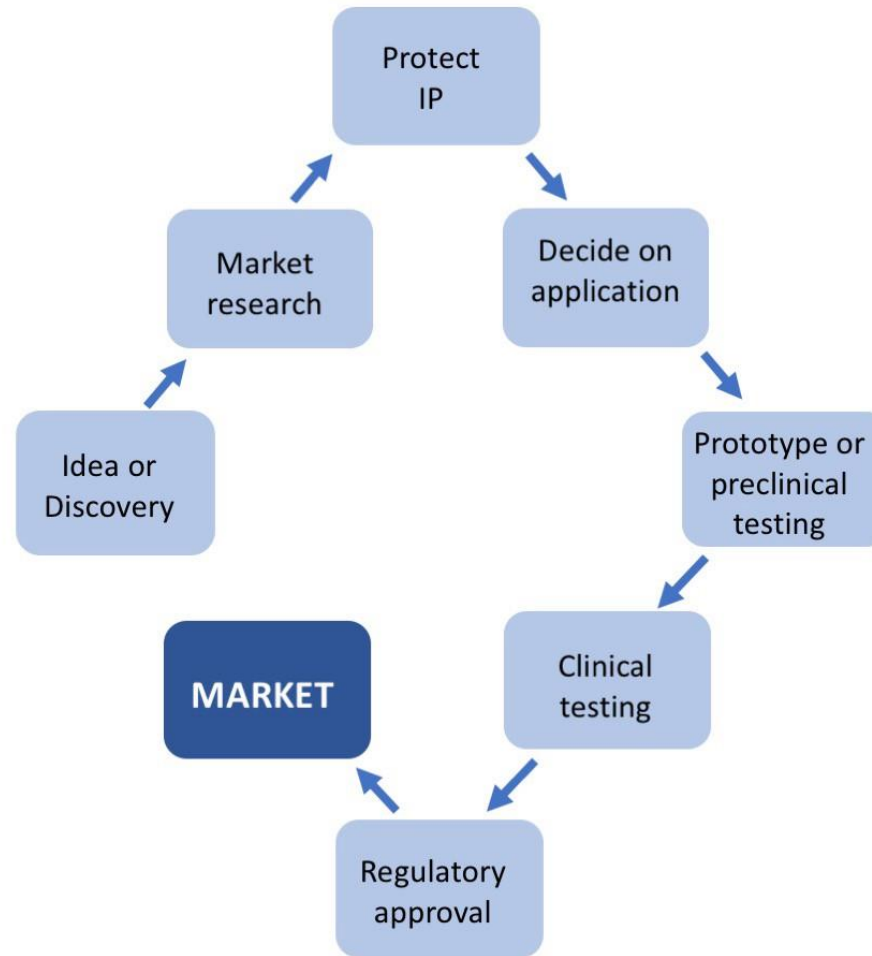
64 [experts](#) , 6 [centers](#) , 90 [technologies](#) , 22 [speakers](#) 286 [projects](#)

Investing in Early Stage Entrepreneurs & Finding Investors

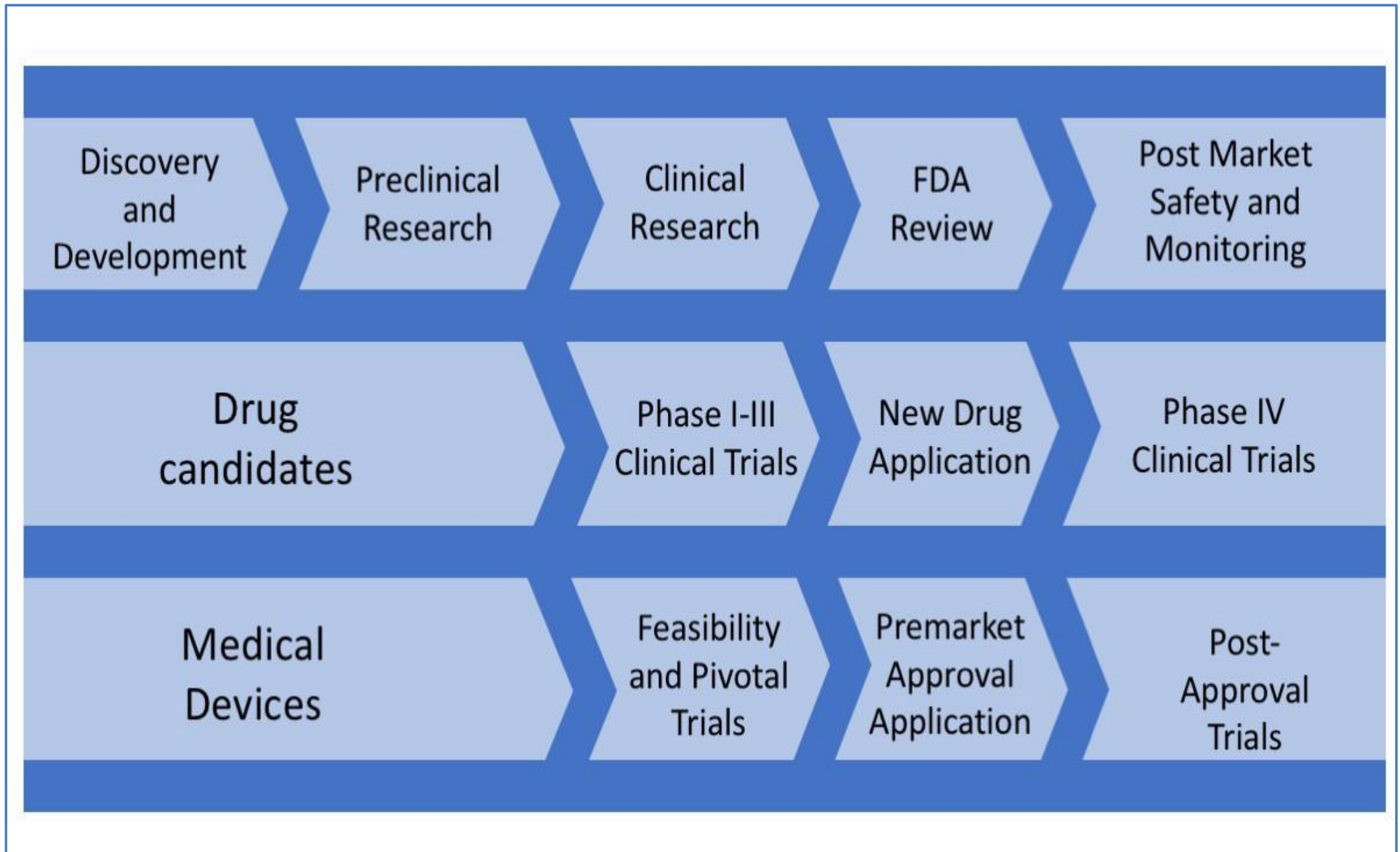


Downtown Orlando

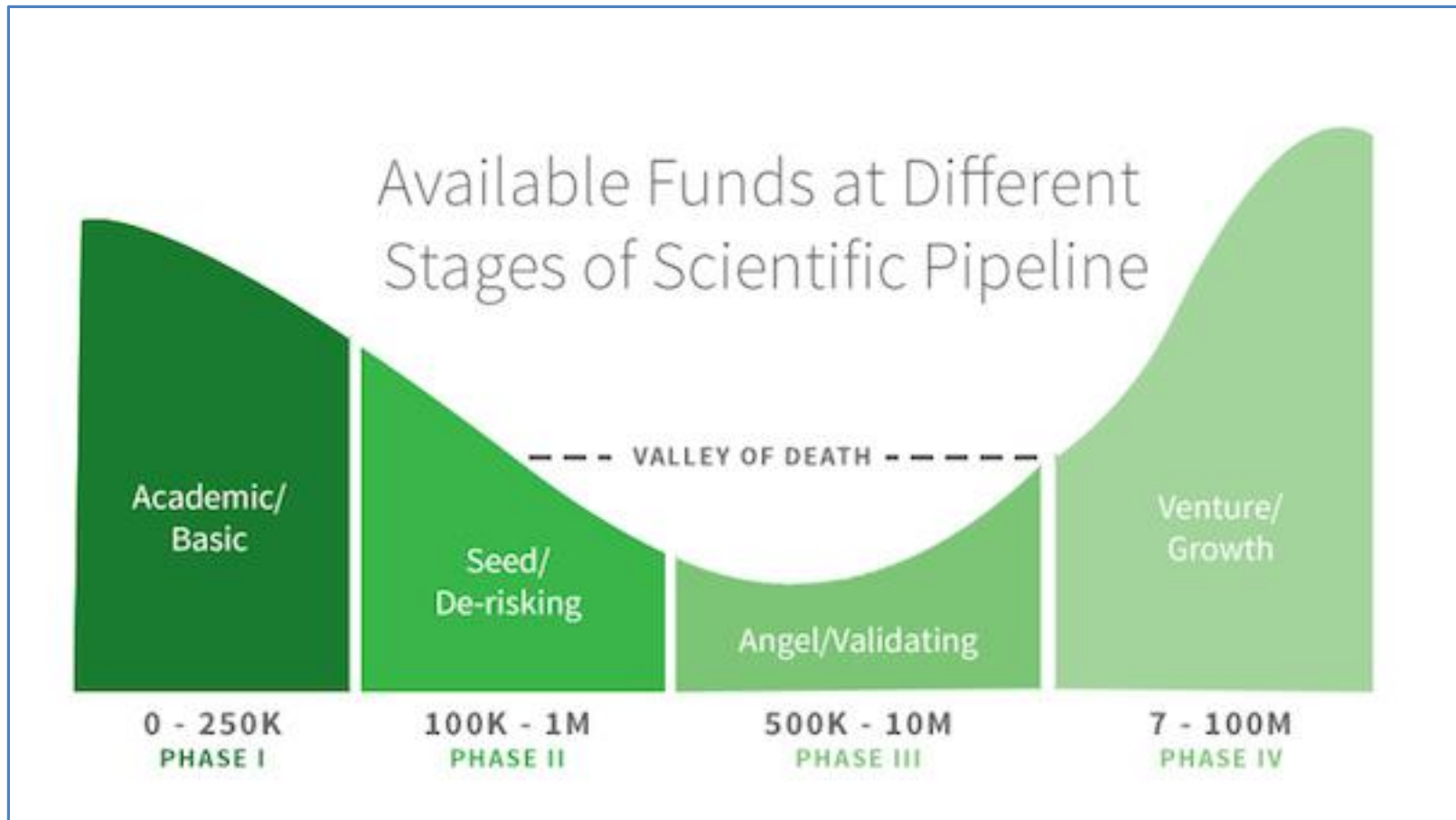
Natural Sequence in the Commercialization Process



Drug v Medical Device Commercialization Process



Traditional Investment Timeline – US Dollars



Funding Challenges from a Client in the New UCF Life Sciences Incubator

“Early stage life science companies are competing for investment from the same pots of money; VC's, Angel's & Foundations. The big pharmaceutical companies, i.e.; Pfizer, J&J, Eli Lilly, etc. are getting out of the early stage Alzheimer's research. Investors question, ‘what makes you think you have the cure when billions of dollars have been spent by the largest companies in the world and have tried and failed’? Perception and Reception of our research is our challenge. We do believe we have found the cure for the disease.”

Bob Hering, President & CEO



SynapCyte is a regenerative bio-therapeutic company focused on research, development, regulatory approval and commercialization of therapies for the treatment of Alzheimer's and Parkinson's diseases.



www.synapcyte.com

Investor Snapshot Fact Sheet

Investor Fact Sheet 2012

Company Description

cinematika provides high quality and original interactive entertainment For the iPad.

Deal Tags:

Interactive Graphic Novels | I-Books | Book Apps

Management Team

Ricardo Bernardini
President; Currently President Award winning Tentara Digital Studios

Rafael Reyes
CFO; formerly a Senior Financial Analyst at IBM Microelectronics Division, MBA, University Of Central Florida



What we bring to the market

- Immersive Interactive Experience
- Read – Listen – Play
- It's Not a Movie
- It's Not a Book
- It's Not a Game.

Target Markets

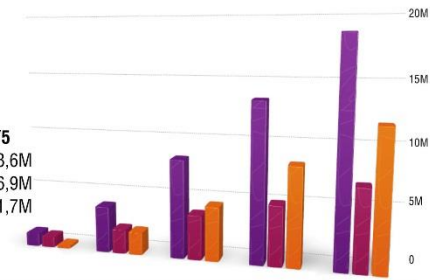
- Mobile device gamers
- iPad / Tablet / Digital Readers
- Graphic Novel Readers

Milestones-to-Date

- University of Central Florida Business Incubator Partner
- New Interactive Media Platform
- I-Book Demo

Pro Forma Financials

	Y1	Y2	Y3	Y4	Y5
Revenues	1,1M	3,9M	8,3M	13,3M	18,6M
Expenses	895K	2,0M	3,7M	5,0M	6,9M
EBIT	219K	1,9M	4,5M	8,3M	11,7M



Multi-Tiered Revenue Model

- Distribution** Sales through platform based proprietary channel partners
- Recurring Revenue** Chapters are sold separately, In-App Purchases, Ad Revenues

Investment Sought

cinematika seeks \$250K for Development and SG&A expenses over the next 12 months. We need the investment in increments of \$50K as we grow. Estimated allocation is \$150K for Production and Development, \$50K for selling, administrative & general expenses and \$50K for marketing. We are also in final negotiations with a programming firm specializing in mobile digital media to create a functional demo. Marketing activities include Facebook, forum posts, Twitter, own website, press releases, app Review sites, blogs, friends, contests, YouTube, advertising (Print, PPC, and banners), flyers, newsletters, Flash Demos, physical networking and podcasts. One marketing function will be the development of a video showing the product applications.

contact
phone 321.297.8956
email ricardo@cinematika.com

3201 Budinger Ave
St. Cloud FL 34769
www.cinematika.com



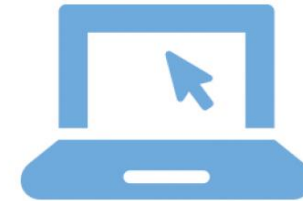
Investor Success Story – Columbus, GA



Collection Kits



Logistics - Tracking



Technology - Results

Time Line

- 2006** Launch ... Bootstrapping – Family - Friends
- 07-10** Growth ... First Major Accounts – Factoring
- 2011** Investors ... 5 Doctors - \$100,000 each
- 2018** Success.... 150 employees – \$50,000,000 Sales

Investor Groups & Organizations



Bringing together strategic investors, dynamic entrepreneurs, and key leaders in local communities to expand the innovation economy.

67 Companies Funded 71 Active Investors

NEXUS VENTURES powers angel investment groups statewide

We enable investors to invest in early-stage high-growth ventures of their own choosing while enjoying the efficiency of a large investment entity. Selected companies gain exposure to a large number of investors from angel groups across the state. The angel groups gain far more company insights than they can generate on their own.

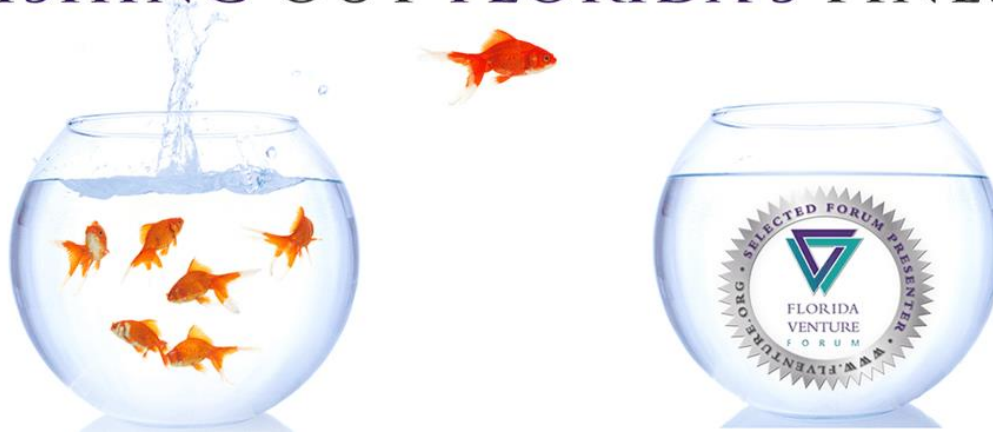
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\$3,000,000,000 Funding To Date Florida - Venture Capital Conference

www.flventure.org

Retain Investor Connecting Firms for Marketing Exposure

Lunch & Corporate Presentation



Bear Creek Capital presents Arch Therapeutics, Inc.(ARTH)



Arch Therapeutics, Inc. is a medical device company developing a novel approach to stop bleeding (hemostasis) and control leaking (sealant) during surgery and trauma care.

www.BearCreekCap.com

Questions from Investors to Medical Start-up Entrepreneurs?

1. How far along is the company in the FDA timeline?
2. How much success has management demonstrated in previous ventures?
3. Who is on their advisory board and what success have they had?
4. Use of funds of the current \$\$ offering?
4. How much more money and time will it take to get to commercialization?
5. What medical publications support the science?

“Important to keep in mind; in the coming years, there is 11 trillion dollars being transferred from Baby Boomers to Millennials. 85% of Millennial’s want their investment companies to have a socially responsible element.”



Raymond Oliver



Observations & Trends from a Life Sciences Incubator Professional

“Investing in Life Sciences Early Stage companies in Florida is still strong; we see marked interest among angel investors and venture capital groups. More attention is being paid to the health sciences data sector, including cybersecurity for healthcare data, patient management applications, and disease management software. Early stage life sciences companies are also seeing significant corporate investment interest, as more large corporate partners see the value of investing as a development partner and thus paving the way for future acquisition of companies and their technologies”.

UF INNOVATE

Sid Martin Biotech – Alachua, FL

The Innovation Hub – Gainesville, FL

Raised Over \$1.7 Billion in Funding

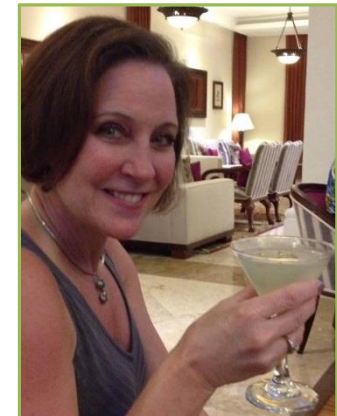


Mark Long

Director of Incubation Services

Observations & Trends from a Life Sciences Incubator Professional

- Medical device & diagnostics deals are getting done more often than biotech/pharma because they are less risky & pass regulatory much quicker.
- Bigger deals are getting done at later stages; the valley of death for life science startups is getting larger. [Forbes](#)
- Healthcare IT/Digital medicine is a huge area of opportunity



Sandra A. Cochrane
Assistant Dean, Director of Innovation

Investment News

Venture Capital Investments in the Biosciences Reach New Highs:

https://www.bio.org/sites/default/files/TEconomy_BIO_2018_Report.pdf?platform=hootsuite

The 50 most active biotech VC funds in 2017: <https://endpts.com/>

J&J Innovation – strategic venture capital arm of Johnson & Johnson

JLabs (11 locations worldwide, 7-USA) <https://jlabs.jnjinnovation.com/locations/>

Lilly: Chorus (an autonomous R&D unit) Open Innovation Drug Discovery (OIDD)

<https://openinnovation.lilly.com/dd/?platform=hootsuite>

Pfizer Ventures: Pfizer commits \$600M to VC unit (June 2018)

<https://www.pehub.com/2018/06/pfizer-commits-600-mln-vc-unit/>

Stryker Ventures: <https://www.bloomberg.com/research/stocks/>

Provided by Sandra A. Cochrane



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