



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 originally established as MedTech Wales.



MedTech Wales (MTW) had been developed as a physical facility for early stage Med/Health Tech companies to be developed and mentored. The purpose was to create a fraternity of like minded businesses in the region.



MTW alongside corporate finance firm Capital Kinetics had launched an innovation management platform to prepare the strategy for each of the member MTW companies for funding and growth.



MedTech Makers Lab in 2021-2022



With the support of Capital Kinetics, MML launched 2 investment management platforms to assist our technology entrepreneurs fund their ventures and selected investors to have access to high quality investment deals



MedTech Makers Lab (**MML**) has relaunched as a virtual for early stage Med/Health Tech companies to be developed & mentored. The labs are being developed in Wales and England with the assistance a University Health Board in Wales and a University Foundation Trust in England.



Growing through Education, MML and CKademy have teamed up to rollout innovation management workshops and courses



In Late 2021 we will launch Med Fund I – An investment fund to be a lead investor in innovation in Welsh MedTech.



MML - What we do



Project Incubation & Planning

- Project Management
- 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
- Stacking the deal
- Stakeholder protection
- Anti dilution strategies
- Tax Planning and Research Credits



Growth & Exit

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





The Challenge – Tactical Road Map

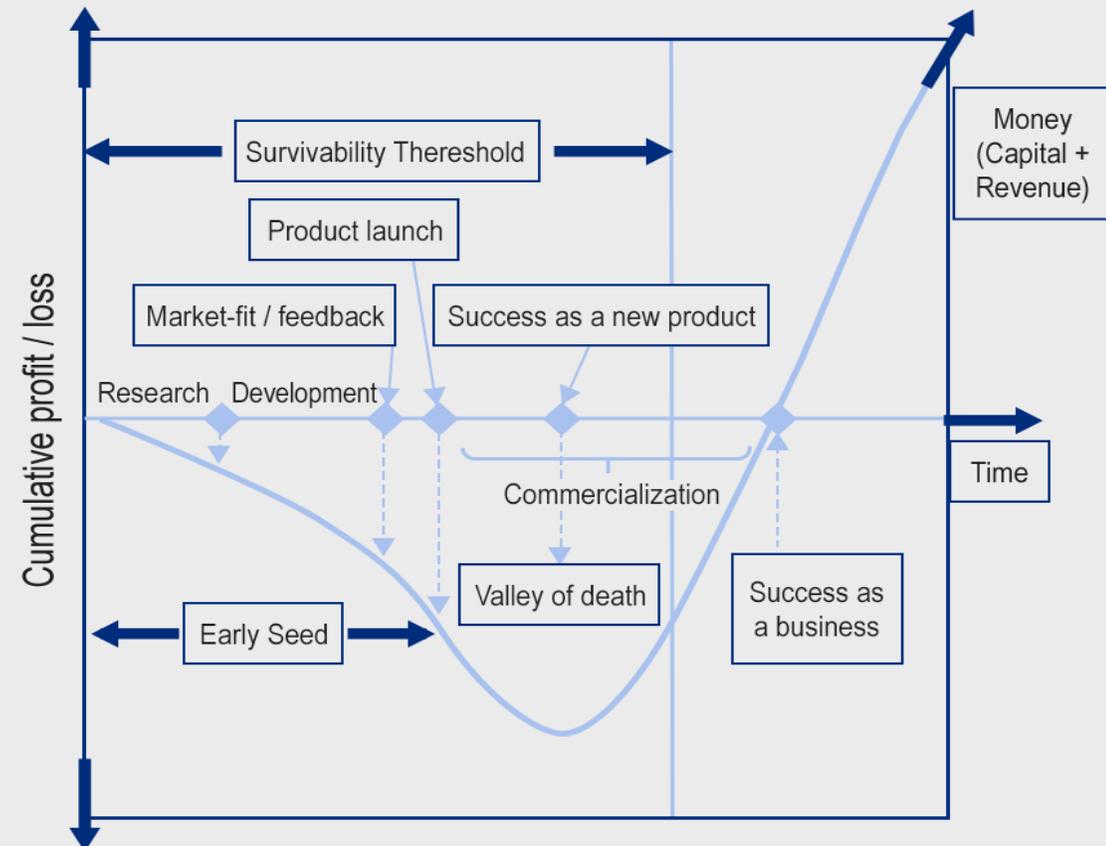
Up to 90% of innovative ventures fail in their early stages due to lack of funds or how the funding is structured. Professional investors tend to favour business models with longer track records. We bridge promising companies and help them navigate the so called “valley of death”.

We believe there is an incredible pool of talent in the sector with unexpressed potential that can help further medical and health technologies .

By undertaking comprehensive due diligence on hundreds of companies in the medical and health technology sectors, selectively guiding these businesses we aim to provide companies with a strategy to minimise their risk of failure.

In addition to the existing pool of new businesses our strategy involves a global outreach program working with accelerators in key geographic regions.

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





Memberships & Partnerships





Corporate Governance & Research





Geographic Reach

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

- Malta Lifesciences Park (MT)
- Maverx Biomedical Futures Foundation (IT)
- British Embassy Warsaw [FCDO] (PL & CZ)
- Medtronic- Master Make (IT)
- University of Bologna – G Factor (IT)





Educational Courses



Demand Based Business Modelling

- Course preparing the idea from concept
- How to Marange the innovation and IP
- Developing the perfect pitch



Investment

- Commercialisation and funding
- Developing the funding stack
- How to protect the founders



Managing the regulatory framework

- From patents to peer reviews
- Managing the company to revenue generation



KADEMY



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
- Due Diligence
- Funding program & legal close





Funding Stack



Grant

- Government support
- Innovate UK
- NHS



Equity

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



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

- Debt/Equity/Trade





MML 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 MML



Most Accelerators

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



MML is based on a Private Equity model

- 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



Ramon Tahmassebi – Surgical Consultant

Clinical Director, Trauma & Orthopaedic Surgery, King's College Hospital NHS Trust
Founder of OrthoHub and Partner at the Fortis Clinic [London]



Dr Isobel Taylor – Technical Due Diligence

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.



Entrepreneurs in Residence

www.gluco-active.com

www.ferterex.lv

www.syndiag.ai

www.triggo.city

www.innoging.com

www.ehmethealth.com

www.nibbiotec.com

www.starton.com

Partnership opportunities

As a part of our growth plan, MML is developing a global outreach program to work with accelerators and co-investment funds, including governments and healthcare organisations.

Our offering is to develop a collaborative platform to not only recruit a pipeline of technologies for development, but also to create a new clinical and technology entrepreneur in residence [EIR].

Our EIRs would be educated and mentored in the art of “demand based business modelling”, innovation management and intellectual property protection.

Working with others

Introduce MML as an extension of existing accelerators and platforms:

- CKademy courses
- Innovation seminars &
- Research programs
- Creating co-investment opportunities
- Mentoring together

“A truly collaborative approach to innovating medical technology”



Follow MedTech Makers Lab:



[Join our network](#)



www.medtechmakerslab.com



[Linked In](#)



[Twitter](#)



[Facebook](#)



[What's App](#)



Med Tech Makers Lab Limited

The Pinnacle

Milton Keynes MK9 1BP

United Kingdom



MedTech Makers Lab