



# we venture capital

Pitch deck | *Company X*

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# Introduction

## Company Overview & Background

Tell us about your company:

- When was it founded?
- Where are you based?
- What is the company's mission and focus?

## At a Glance

**XXX,XXX+** patient cases proven

**XXX+** clinical labs/hospitals engaged

**XX** patents filed/granted

**20XX** development of 1st MVP

**20XX** commercial launch

**€XXM** raised to date

*Note: The fields above are just given as an example*

## Relevant Milestones



# Management team & Board

## Management Team



Founder & CEO



CTO



COO



CCO



R&D Director

## Board of Directors



Chair



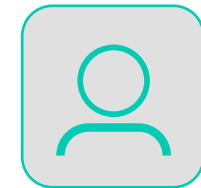
Board Member



Board Member



Board Member



Board Member

## Advisory Board



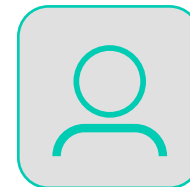
Scientific Advisor



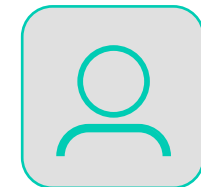
Clinical Advisor



Research Advisor



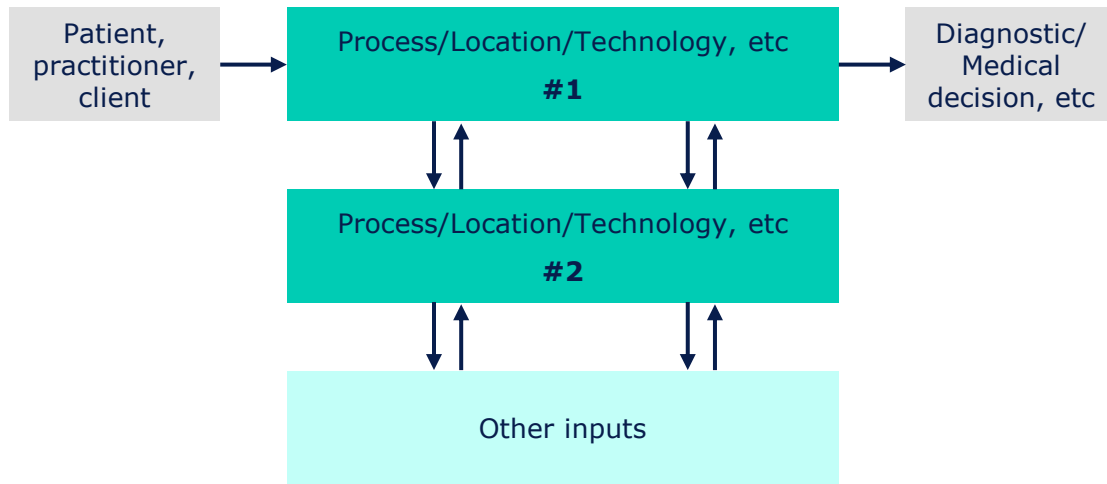
Advisor



Advisor

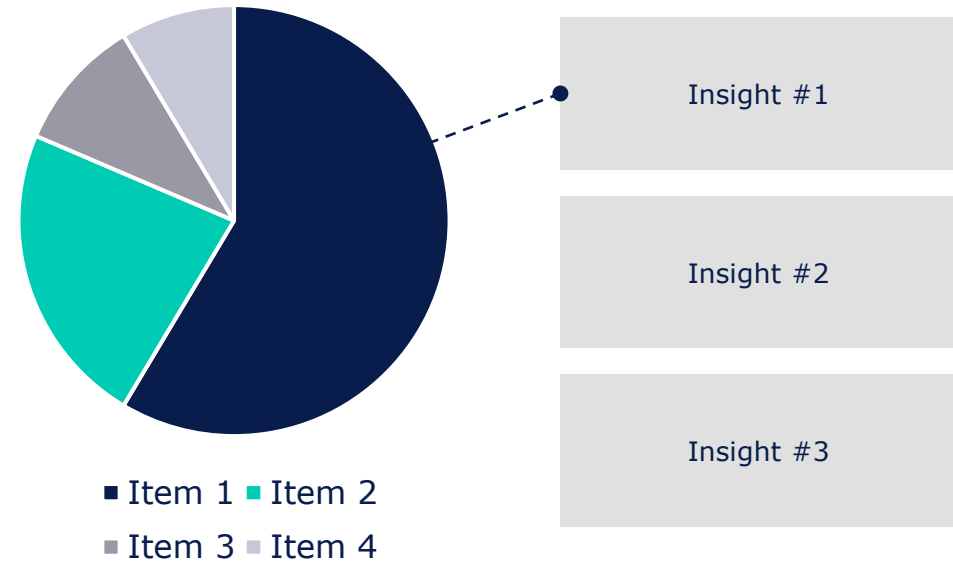
# Problem and unmet medical need

## Medical Workflow



*Explain the specific unmet medical need that your company aims to address and where and how this need is generated within the market.*

## The Need in Numbers



*Provide data and statistics regarding the unmet need, if available*

## How does your technology work and what is your product?



*We are looking for disruptive technologies. Explain your innovative solution and how it tackles the identified medical need described previously. Include detailed descriptions regarding the key features of your technology or service, the current stage of development, and the competitive advantages of the technology and methodologies of your solution. Highlight any significant achievements, milestones, or partnerships you have accomplished so far.*

# Validation and studies

## Internal Studies

*Explain the tests you have run internally to validate your solution.*



## External Studies and Testing

*Explain the tests you have run with third parties (i.e. Universities, Healthcare Centers, Labs, Commercial partners etc.) to validate your solution.*



## Other Validation Work

*Explain any other studies or validation work that you have carried out, if any.*





# Regulatory affairs & IP protection

## Regulatory affairs

- *What is your expected regulatory pathway?*
- *Has your product been approved by any regulatory agency (i.e. FDA, EMA, etc)?*

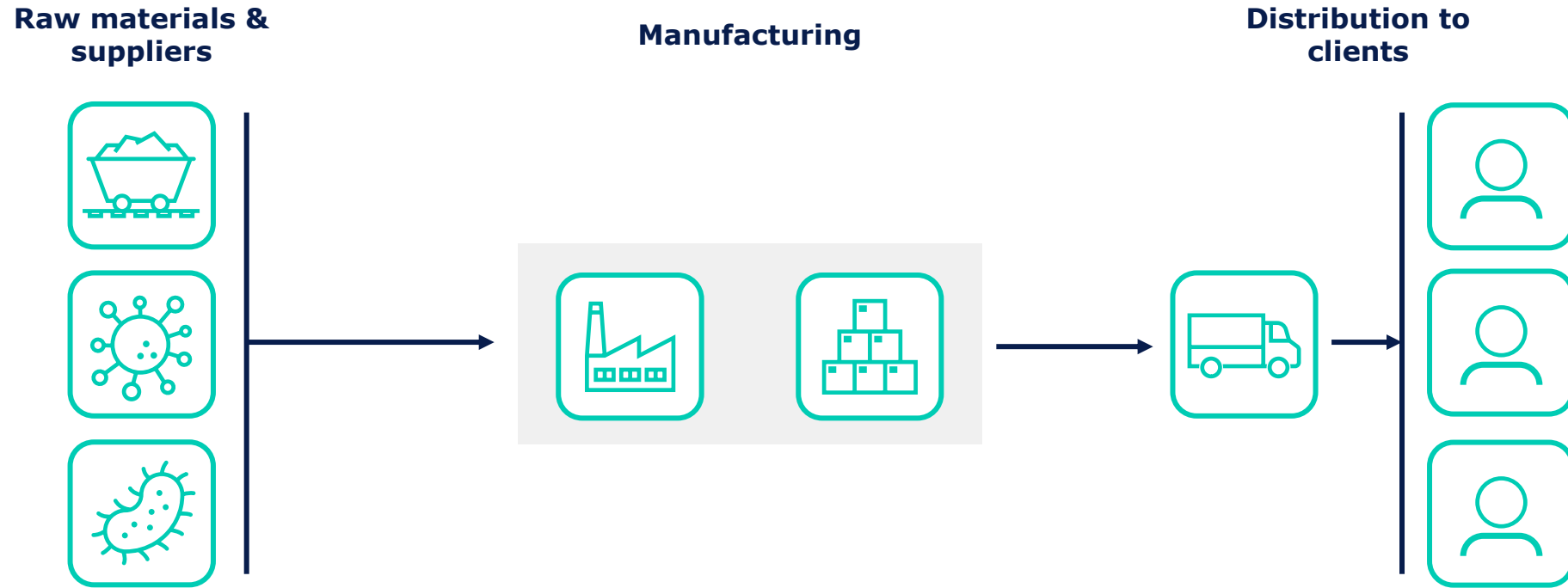


*Note: The fields above are given just as an example*

## IP protection

- *Provide a list of the different IP registries you have filed so far and if there are any others in the pipeline to be filed.*
- *Please included current status of each patent.*
- *Include the countries where these have been granted (if applicable).*
- *Have you carried out any Freedom-To-Operate-Analysis?*
- *How do you manage trade secrets etc?*
- *Please give an idea of IP strategy going forward.*

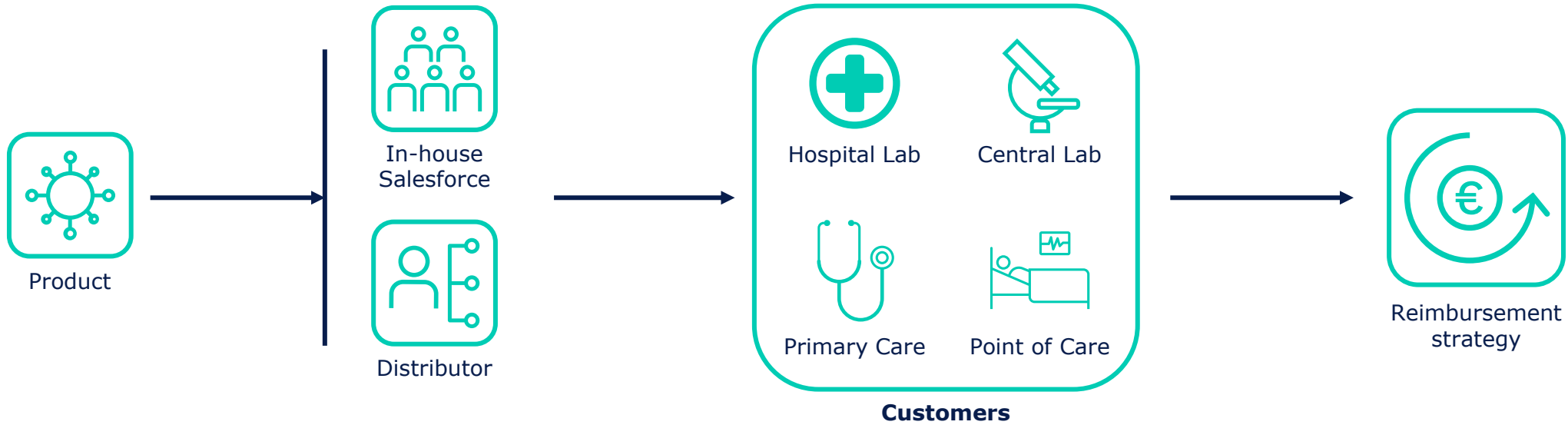
# Manufacturing & Supply chain



*Describe in detail your manufacturing process now and in the future, including the main steps and stakeholders of your supply chain from raw material supply to the distribution model you are using to reach your current market.*

## Initial Go-To-Market Strategy

*Define the markets you are targeting, the go-to-market strategy you will follow in each of them and your expected reimbursement strategy among any other particularities of your commercial process*



# Go to market

## **TAM (Total Addressable Market)**

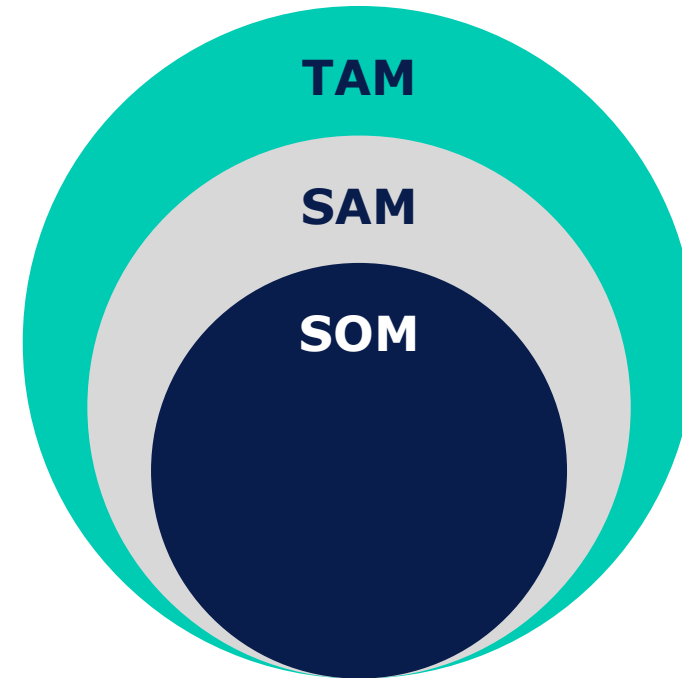
- *Analyze the total size of your addressable market. Estimate the revenues generated within the market you want to access.*

## **SAM (Serviceable Available Market)**

- *Analyze the market that you can cover with your current distribution model and resources. Estimate your business capacity and the maximum volume of revenues you could achieve.*

## **SOM (Serviceable Obtainable Market)**

- *Estimate the market volume that you can reach in the short/mid-term.*



# Stakeholder's traction



## **Key Opinion Leaders' traction**

*Tell us about the feedback you have received from the KOLs you have collaborated with.*



## **Traction with potential or existing customers/users**

*What do your existing customers say about your diagnostics solution? How do potential customers react when you present it?*



## **Other ongoing collaborations**

*Tell us about any other ongoing collaborations with relevant stakeholder*



## Business plan & Financial projections

*Include a forecast for a minimum of 5 years along with current and past year performance*

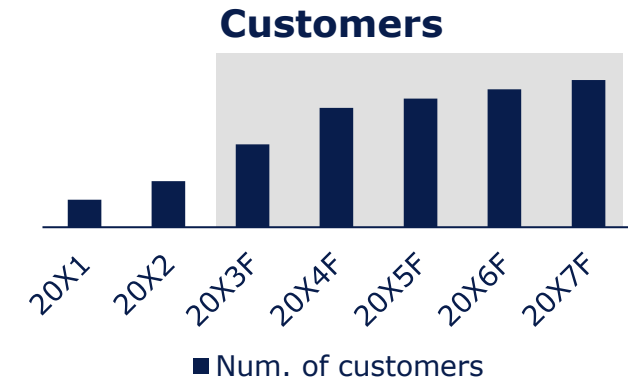
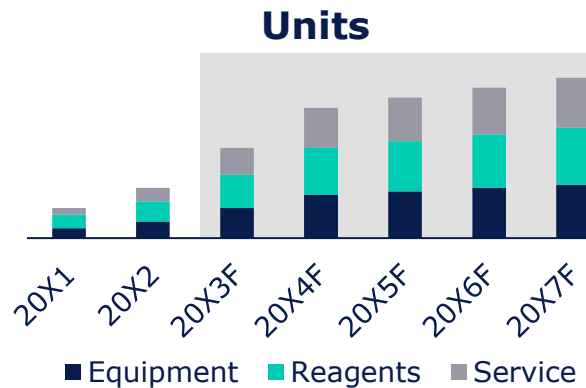
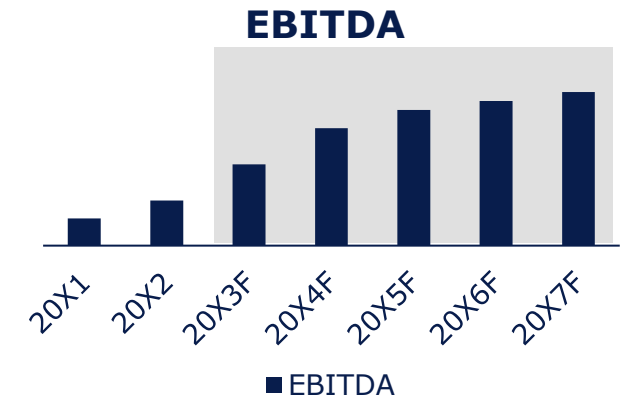
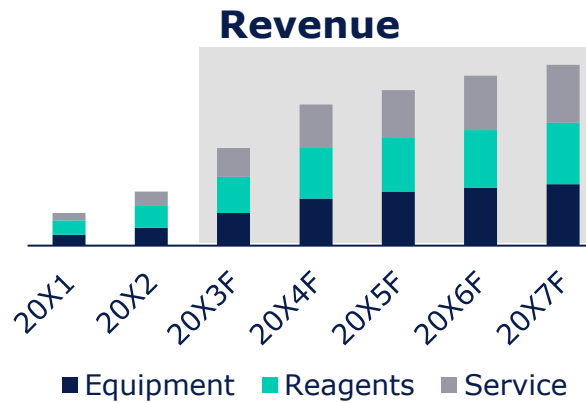
- **Revenue**

- Sales volume (units)
- Number of customers
- Gross Margin
- Growth drivers

- **Costs**

- COGS
- Number of FTEs

- **EBITDA**



Forecast figures

## Current round details



Current investors



Milestones for the round



Current round traction

- *Number of tickets*
- *Amount already closed*



Pre-money valuation



Amount being raised in the current round



Targeted round closing

**THANK  
YOU**