

## Co jsem si na Vás dnes připravil:

### Kdo jsme a co děláme?

Investiční ptydepe: základní pojmy při jednání s investorem

### Diskuze – získání investice

Sophomer - příklad inkubace projektu

### Co opravdu raději nedělat

Diskuze – inkubace-založení startupu



**i&i**  
Prague

**I&I**  
**BIO**

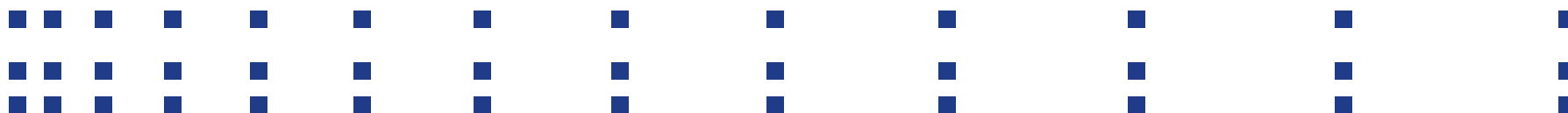


**LET YOUR  
INVENTION  
GROW!**

**BRIDGING  
SCIENCE &  
BUSINESS**

## Institute of Organic Chemistry and Biochemistry (IOCB)

- Leading public research institution in the Czech Republic
- Excellent research & successful applications at the interface of chemical and biological sciences
- Strong track record in technology transfer: successful license agreements with **Gilead Sciences**, Novo Nordisk, Beckmann Coulter, SHINE Medical Technologies
- Significant stream of royalties (\$100 M per year) from license agreements is used to support further research and tech transfer activities – **IOCB Tech, i&i Prague**



# OUR STORY



**Institute of Organic  
Chemistry and  
Biochemistry**

[uochb.cz](http://uochb.cz)

1953

1985

The key-patent  
applications on  
ANP's  
were filed.

2004

**Truvada**  
(tenofovir-  
disoproxil)  
marketed

2009

**IOCB TEC-H**

**IOCB Tech**  
Technology  
Transfer Office

[iocbtech.cz](http://iocbtech.cz)

2015

**Genvoya**  
(tenofovir-  
alafenamid)  
marketed

2017

**i&i**  
Prague

**i&i Prague**  
Biotech incubator &  
investor

[iniprague.com](http://iniprague.com)

2021



**i&i Biotech Fund I**  
Biotech Investor

[inibio.eu](http://inibio.eu)



**LET YOUR  
INVENTION  
GROW!**

**i&i** Prague  
inventions  
investments



# ABOUT i&i PRAGUE

i&i Prague is a **bio-innovation center supporting new inventions.**

**i&i Prague is a 100% owned sub of IOCB Tech.**

We scout for innovative technologies and help them to reach the market.

We help projects to:

- match their technology with a real market need
- secure IP
- coordinate the product development
- facilitate startup creation and investment
- eventually, lead the start-ups to Exit

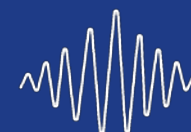
## OUR FOCUS



**DRUG  
DISCOVERY**



**OTHER  
LIFE SCIENCES**



**DIAGNOSTICS**



**MEDTECH**



# SUPPORTED STARTUPS

**DRUG DISCOVERY**

- CASINVENT** (Czech Republic)
- PEP·therapy** (France)
- Dracen Pharmaceuticals** (USA)
- PerioTrap** (Germany)

**MEDTECH**

- LAM·X** (Czech Republic)

**DIAGNOSTICS**

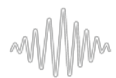
- sampling HUMAN** (Czech Republic, USA)
- sopho mer** (Czech Republic)

**OTHER LIFE SCIENCES**

- Sulfotools** (Germany)

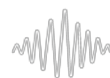


# OUR EXITS



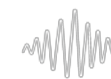
## DIAGNOSTICS

**DIANA**  
BIOTECHNOLOGIES



## DIAGNOSTICS

**Elphogene**



## MEDTECH

**RIOGATH**  
*Developed for people  
certified by nature*





# OUR TEAM



**Jiří Moos**  
CEO,  
Board of directors



**Milan Prášil**  
Chairman, Board of  
directors



**David Stíbal**  
Vice Director



**Iva Machová**  
Project Manager



**Jaromír Zahrádka**  
Business development



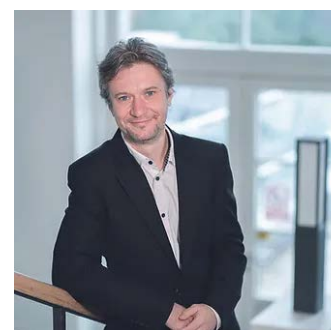
**Jiří Růžička**  
Project manager



**Roberto Fernandez**  
Project manager



**Simona Šandová**  
Office manager



**Martin Kovalčík**  
Communication manager



**Mikuláš Vargic**  
External Lawyer



# BRIDGING SCIENCE & BUSINESS

I&I  
BIO



# ABOUT I&I BIO



**i&i Biotech Fund (i&i Bio) is a venture capital firm investing in innovative early-stage Life Science startups.**

**Established:** 8/2021  
**Fund Size:** €53 M  
**Geography:** EU, focus on Central Europe  
**Fund Term:** 5+5+3 years  
**Stage:** pre-seed, seed, series A  
**Sweet Spot:** Up to €2m per project and round  
**Eligibility:** SME

## OUR FOCUS



**DRUG  
DISCOVERY**



**OTHER  
LIFE SCIENCES**



**DIAGNOSTICS**



**MEDTECH**



# OUR INVESTORS



**i&i Prague**  
a commercial subsidiary of  
IOCB Tech.



**European  
Investment Fund**



**Private investors**  
private and institutional

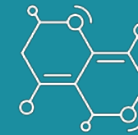
The Fund is supported by InnovFin Equity, with the financial backing of the European Union under Horizon 2020 Financial Instruments and the European Fund for Strategic Investments (EFSI) set up under the Investment Plan for Europe. The purpose of EFSI is to help support financing and implementing productive investments in the European Union and to ensure increased access to financing.



# INVESTED STARTUPS



## DIAGNOSTICS



## OTHER LIFE SCIENCES



## DRUG DISCOVERY



# OUR TEAM



**Jaromír Zahrádka**  
Partner, CEO



**Karel Kubias**  
Partner, Deals



**Ivan Vohlmuth**  
Partner, Deals



**Tomáš Maršálek**  
Partner, CFO



**Barbora Šumová**  
Principal



**Pavlína Koutecká**  
Scientific Analyst



**Simona Šandová**  
Office manager



**Martin Kovalčík**  
Communication manager



**Mikuláš Vargic**  
External Lawyer



# EVALUATION PROCESS



Our evaluation process usually takes **between 4 and 6 months**.



Evaluated by  
i&i Prague

Shared  
responsibilities



Evaluated by  
i&i Biotech Fund

- Project selection
- Technology evaluation
- Market need, market size
- Competition
- Team evaluation
- IP evaluation
- Expert reviews

- Business plan
- Financial plan

- Legal and financial due diligence
- Investment term sheet
- Investment decision
- Investment execution
- Post investment support



## Otázky a termíny pro jednání s investory:

Investment round conditions

Lead investor/consortium

Pre-money valuation

Runway

Use of funds

Nondilutive financing

Inflexion point

Exit strategy

Market (medical) need

LOI ...





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LOI ...

## Otázky a termíny pro jednání s investory:

### Kolik chcete peněz, kdy a za jakých podmínek?

Investor který nastaví podmínky pro celé konsorcium

### Hodnota startupu, kolik % startupu dáte za investici?

Na jak dlouho vám vystačí peníze?

### K čemu použijete investované peníze?

Granty, dotace

### Okamžik, kdy se navýší cena vašeho startupu

Jak si investoři (VC) mohou vybrat svoje peníze a zisk?

### Je váš produkt k něčemu potřeba? Chce ho někdo?

Zájem od průmyslových/strategických partnerů





Otázky?