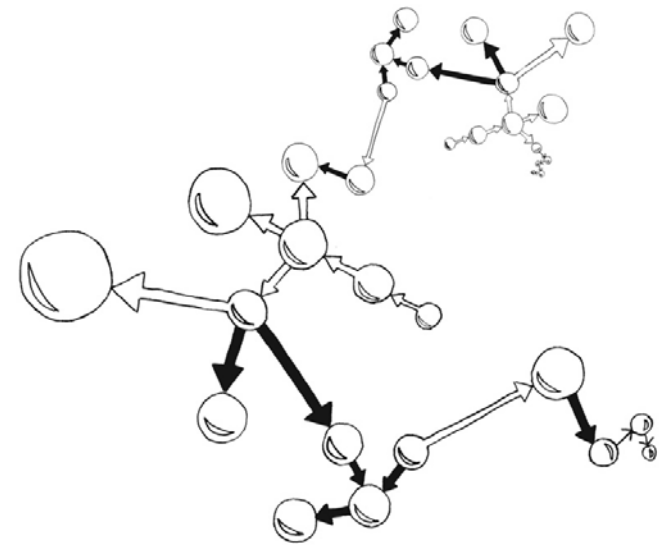


# Understanding Finance for Business



## Investing in Health

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Lisa Ward, Grant Thornton  
24th February 2010

Supported by



The Region's  
Development Agency

# Investing in Health - What is it?



An investment readiness programme  
designed to support Healthcare  
Technology companies in Yorkshire  
and Humber

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# Investing in Health - Why?

- > Yorkshire and Humber is at the forefront of the UK's latest advances in healthcare
- > One of the highest concentrations of medical devices companies, access to clinical trials, pioneering R&D and Europe's largest teaching hospitals
- > Healthcare venture market attracts 24% of all deals in Europe and 29% in the UK.

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# Investing in Health - Who?

- > Appropriate for start up, early stage or established businesses
- > Must be an SME with an employment base within Yorkshire and Humber
- > Must operate within healthcare technologies
  - > Pharma
  - > Medical Devices
  - > Red Bio (e.g. Vaccines, diagnostics, etc)
  - > Nutraceuticals (e.g. Vitamins, Herbal, Functional Foods, Medical Foods)

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# The Team



> A leading financial and business advisor



> A technology and innovation strategy consultancy that assists industry and the public sector in technology commercialisation and knowledge transfer.

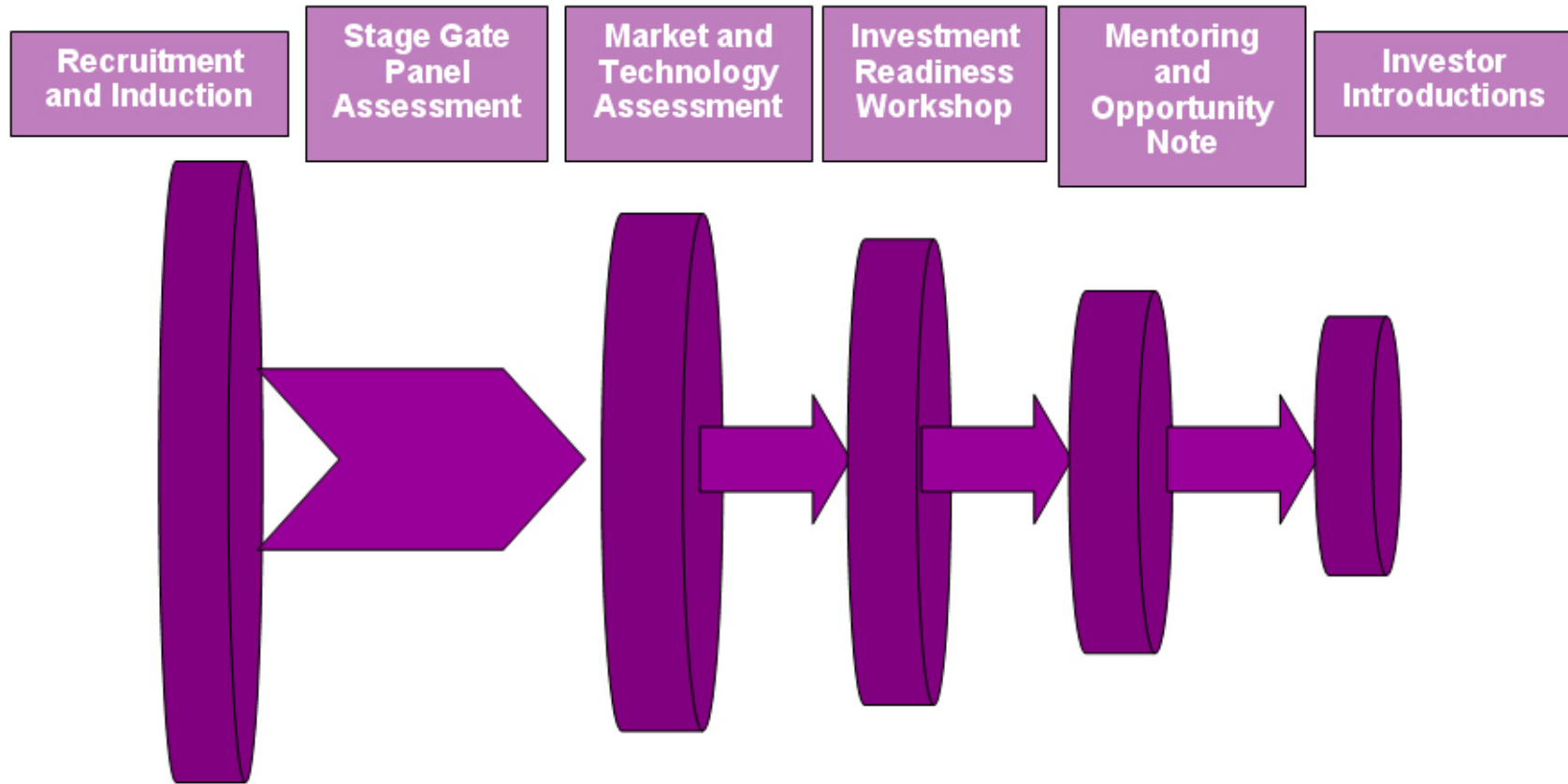


> A specialist services to support organisations aiming to take new concepts through to market in all areas of healthcare and medical device technology.

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# Programme Stages



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# Market and Technology Assessment

- > Structured discussion
  - > Company Summary and proposition
  - > Specific issues / needs
  - > Likely investor perspective
- > Analysis and review of the proposition

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# Workshop programme

- > Two day intensive workshop
- > Tailored content
  - > Investor perspective
  - > Corporate Finance and the transaction process
- > Investor panel
- > Delivered by the project team and external experts

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# Mentoring & Investor Introductions

- > Bespoke support dependent upon company needs and circumstance
  - > 1:1 interactions
  - > Advice, feedback and sign posting
- > Refining your investment proposition
- > Access to investors and/or sources of debt finance

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# Case Study

Retrogenix £150k- Develops specialist cell micro-array technology to screen drugs against human protein.

- > Access to Finance support:
- > Gained perspective of angel investor criteria
- > Clarification of unique selling point
- > Refinement of business strategy
- > Introduction to investor networks

*“The programme gave me the knowledge and skills to be able to negotiate effectively and achieve the best result for Retrogenix”*

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# Further information

[www.investinginhealth.co.uk](http://www.investinginhealth.co.uk)

Lisa Ward, Programme Manager

T: 0113 200 1505

E: [lisa.ward@gtuk.com](mailto:lisa.ward@gtuk.com)

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