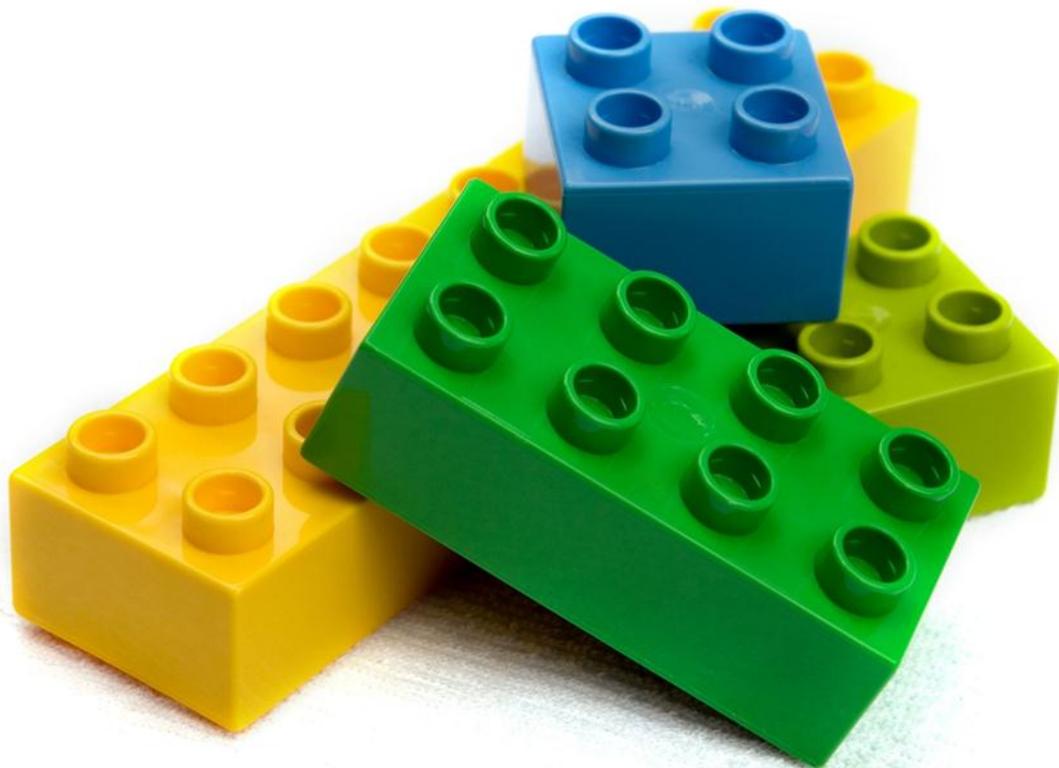


**Deloitte.**

**LifeTrack**  
Adding value to  
Healthcare innovation



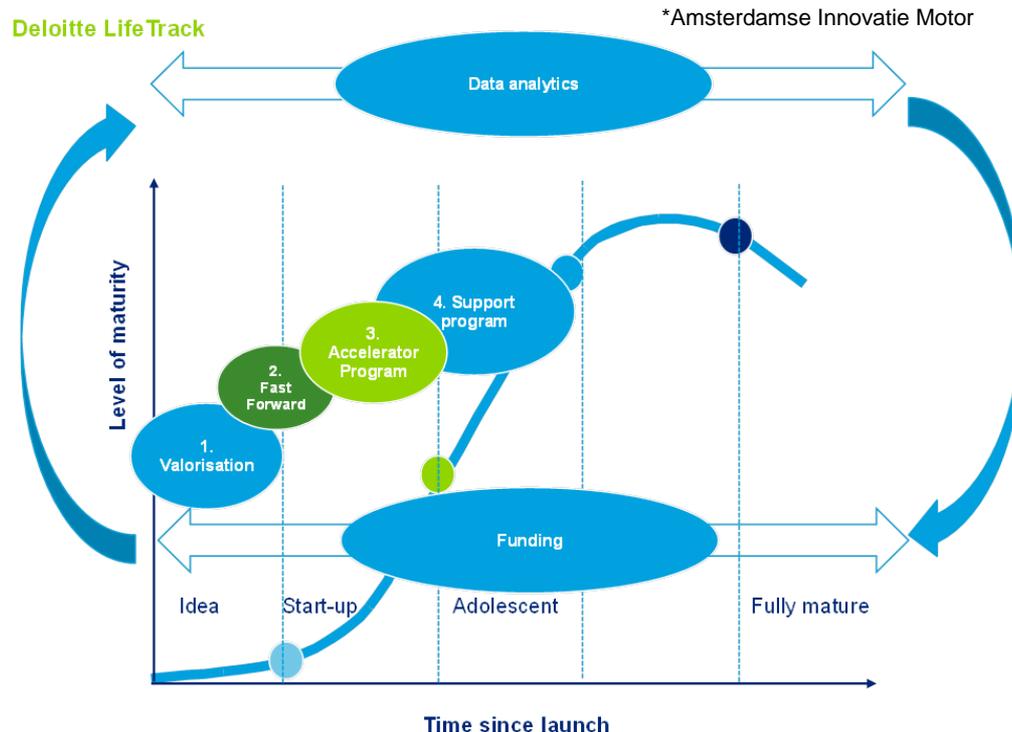
# Learn from the future and step into the challenges of the Life Sciences industry

Ground-breaking innovations are not expected to emerge from Big Pharma but have to come from start-ups. However, research by AIM\* shows that start-ups currently have a low success rate (appr. 20%). Most failures do not relate to failure of the technology or solution though. A lot of promising ideas fail mainly due to limited market focus, lack of knowledge sharing, organisation-, management- or entrepreneurial skills and cash constraints. The most successful start-ups are the companies that not only have a good idea, but also have the right organisation and team to support it.

The next wave of entrepreneurial activity will come from the Life Sciences industry. The Life Sciences industry faces much of the challenges of the 21st century, such as the aging population, economic crisis, risk aversion within the business, increasing morbidity (obesity/diabetes/cancer etc.), increased regulatory burden, personalised medicine, declining healthcare budgets and so on. Innovation is the engine that will drive the Life Sciences industry towards solving these challenges, and real innovation begins at start-ups.

## Deloitte LifeTrack

Deloitte LifeTrack can offer support and guidance throughout the whole healthcare supply chain. Starting from valorisation at universities all the way to a successful market entry, Deloitte LifeTrack can facilitate the process. Whether it concerns healthcare IT, medical devices, biotech or nanotech, we can evaluate your enterprise and make sure that you will have a solid business case, based on accurate data and exhaustive in house knowledge. This brochure provides examples of how Deloitte LifeTrack can support start-ups in their way forward.



### Deloitte's Fast Forward brings your value proposition to the next level

Good ideas will be brought to the next level by participating in the Deloitte Fast Forward growth track. Fast Forward is a workshop where you analyse your market, look at your customer needs and map the involved stakeholders. Furthermore it will provide you with a clear path on how to turn your idea into a venture.

### Deloitte accelerator program

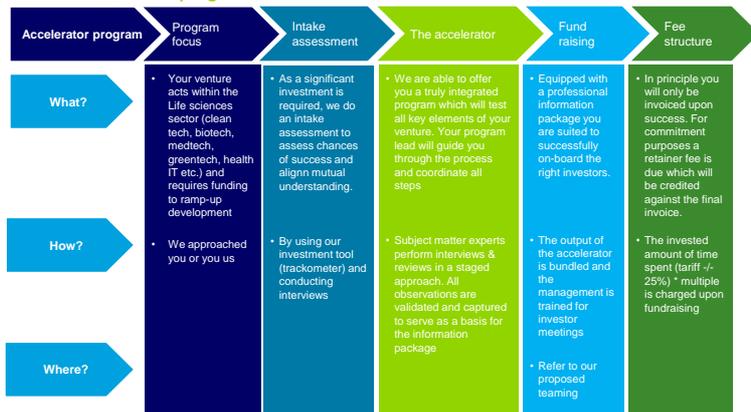
The Deloitte accelerator program ("DAP") gives you the tools, knowledge, and skills to grow your business. The DAP supports start-ups in the preparation of their ventures for a successful financing round. The standard program is aimed at unlocking all potential of a company in a relative short timeframe. The accelerator program consists of 6 elements: an intake, IP check, scientific review, validation of the market, strategy planning, and financial substantiation.

### Finding the right investors for your venture

Development of medical solutions is time and resource consuming, and therefore risky. Research by Mc Kinsey shows that as funds are scarce, investors and multinationals are de-risking their S&D strategy by investing at a later stage of development. They also need to generate their return in a 3 to 5 year period. As a consequence, the development process of your venture is disrupted by forced exits by investors and a constant focus on raising resources. LifeTracks envisaged solution is to shape your venture in such a way that it will be attractive and ready for investors, leading to less time wasted on raising resources and more time to develop and shape your product.

However we understand that start-up ventures are struggling to make ends meet and that every expense is scrutinized. So how can we assist you without the high expenses you might expect from such a comprehensive service? Well we share the risk for the search of successful financial resources and only get paid if we add value.

#### Deloitte Accelerator program



All elements combined will result in an information package with the Deloitte signature of approval that can be shared with potential investors, and it will prepare you to successfully present your business case.

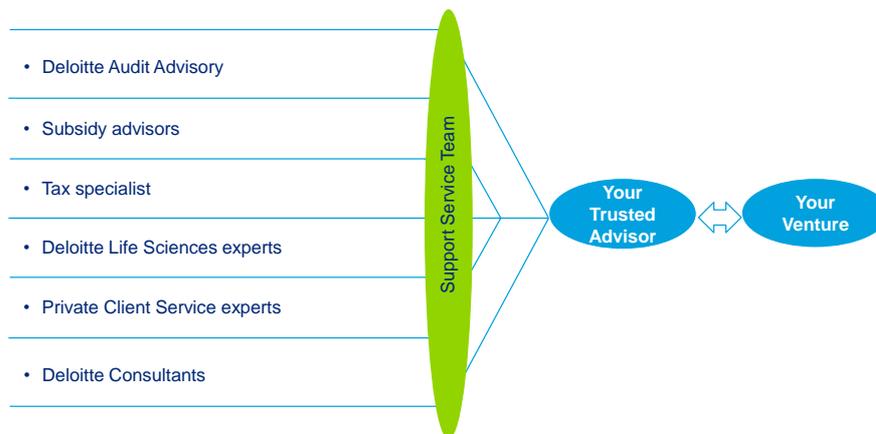
To unlock the full potential of your venture, a wide range of in-depth skills, experience, knowledge and know-how is needed. In the accelerator program, Deloitte brings all these elements together and works as a lens to focus them onto your venture. This makes the accelerator program unique.

**‘With its global network and its position in the market, Deloitte can bring all relevant actors in this market together.’**

### The Deloitte support program

The Deloitte support program offers ease of mind and a quick switch to a specialist when the need is there. When you have successfully obtained an investment, your company might aim to expand its business. The financial administration and compliance aspects should not be a time-consuming and cost inefficient factor. Our vision therefore is to provide a customised full-service package of excellent support services that enables you to focus on your business and us to take care

of the work. At the same time the team will be embedded in the Deloitte Life Science industry and coordinated by the LifeTrack team.



Similar to the Deloitte accelerator program, we share the risk for the search of successful financial resources and only get paid if we add value.

## Contact

For further information on the different propositions of LifeTrack and how we can assist your venture please contact:

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