

HOW A **BABY** STARTED IT ALL

DO YOU KNOW THE STORY ABOUT THE BIRTH OF NLC?

Believe it or not, NLC was initiated by a baby. It might have been conceptualized and launched by Bert-Arjan (BA) Millenaar, but it was thanks to a baby that NLC came into existence.

IT WAS BA'S BABY. AND THIS IS THEIR STORY.

When his daughter was prematurely born, she had to remain at the Neonatal Intensive Care Unit. As she required treatment for her neonatal jaundice, BA, in his quest to secure his daughter's survival and healthy future, turned to an innovative technology that was still in development hence not yet on the market.

And that was the moment when that seed was planted. Driven by his entrepreneurial spirit, BA set out to found NLC to ensure that neonatal and other healthcare innovations overcome any business hurdles (e.g. lack of sufficient funding, limited entrepreneurial initiative and industry knowledge) and reach the patients that need them.



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bilihome

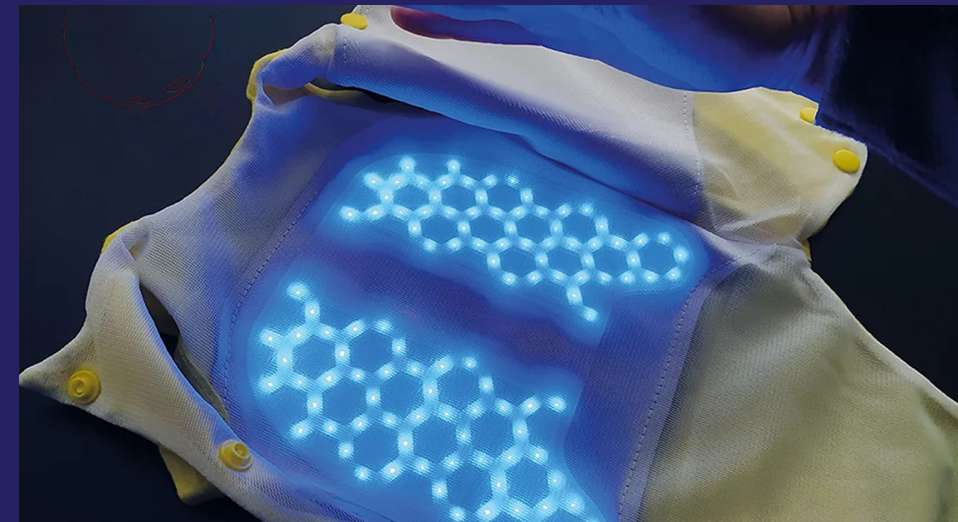
WHAT WAS THAT INNOVATIVE NEONATAL CARE SOLUTION?

The technology that improved the quality of life of BA's baby is the same as the one perfected by [Bilihome](#).

NEONATAL JAUNDICE

The baby developed neonatal jaundice and required treatment. Jaundice, the yellowing of the skin and of the whites of the eyes, is extremely common among newborns as it affects 6 out of every 10 babies, including 8 out of 10 babies born prematurely before the 37th week of pregnancy¹. An approximate 10 percent of them require treatment to prevent neurological damage.²

Bilihome provides a phototherapy solution for optimal blue light therapy. Its advantage? It can be worn during breastfeeding and skin-to-skin contact, allowing uninterrupted bonding between the mother and the newborn. Bilihome's device reduces the length of hospitalization and the associated costs for the parents. Apart from Bilihome, NLC has actively founded additional ventures, laser-focused on improving neonatal care.



1 <https://www.nhs.uk/conditions/jaundice-newborn/>

2 <https://www.bilihome.org/>



GETTING BIRTH RIGHT

As far as the birth itself is concerned, scientific research has shown that clamping the umbilical cord before the baby breathes results in a shocking drop in the baby's heart rate and blood oxygen levels, which may lead to life-long damage.

Concord Neonatal offers the physiological-based cord clamping approach called the Concord Birth Flow, which means clamping the umbilical cord at a time when the baby is fully stable and breathing on its own. This allows the umbilical cord to stay intact for as long as needed.³ This method is in line with the recognition of the importance of early essential newborn care by the World Health Organization.⁴

CONCORD NEONATAL WAS BUILT TO OPTIMIZE BIRTH CONDITIONS AND GIVE NEWBORNS A SHOCK-FREE BIRTH FLOW.

³ <https://concordneonatal.com/about/>

⁴ <https://www.who.int/teams/maternal-newborn-child-adolescent-health-and-ageing/newborn-health/essential-newborn-care>





OTHER NEONATAL CARE VENTURES

To ensure protocol-adherent neonatal resuscitations, Arne has developed the first ever fully automated Clinical Decision Support system which provides the entire delivery team with real-time newborn data improving, thus, decision-making and communication in emergency situations. This device combines in an innovative way the International Neonatal Life Support guidelines with real-time vital signs of the newborn baby.



Innofuse offers a disposable intravenous (IV) set, improving both accuracy and immediacy of drug administration in neonates.

WHY DO WE NEED TO FURTHER IMPROVE NEONATAL CARE?

Every year, an astonishing 2.3 million children die as a result of birth complications, mostly from preventable causes.⁵ Infant mortality rates are significantly higher in regions and facilities with limited or poor neonatal care services and lacking medical equipment.

⁵ <https://www.who.int/en/news-room/fact-sheets/detail/preterm-birth>

⁶ Bokslag, A., van der Lee, R., Steegers, E. A. P., Hof, M. H., & Kouwenhoven, S. M. P. (2020). Effectiveness of a multidisciplinary care program on neonatal outcomes in preterm infants: A systematic review and meta-analysis. *PLoS one*, 15(11), e0241897. DOI: 10.1371/journal.pone.0241897



In addition to higher mortality, the lack of essential neonatal care services and technologies is associated with higher morbidity. Suffering from a life-long condition or disability severely affects a newborn's overall quality of life. Newborns who do not receive suitable neonatal care may face lifelong health problems, disability, and be more likely to require costly medical interventions,

Part of the prevention solution lies in the essential neonatal care provided right after birth. Admittedly, prenatal care, too, is a decisive factor in a newborn's quality of life. Nonetheless, the quality of neonatal care is equally crucial as it is associated with long-term health. Those who receive high-quality neonatal care are more likely to grow up healthy and contribute to society. Research shows that these newborns run a significantly lower risk of needing readmission to the hospital during the first year of their life.

Despite progress in reducing infant mortality rates over the past few decades, there is an ongoing need for continued efforts to strengthen neonatal care and reduce preventable deaths. One way to accelerate progress in neonatal survival is by bringing novel science to the market.



THE ROLE OF INNOVATION IN HEALTHCARE

Innovative technologies facilitate the provision of more specialized and personalized newborn care and contribute to long-term health and well-being.

BA and all of us at NLC are optimistic that you, like us, understand and recognize the value of improving healthcare for newborns. Neonatal care plays a crucial role in reducing life-long disability and infant mortality rates, which are still unacceptable. Advanced technologies provide life-saving support to newborns who may struggle with breathing, regulating body temperature, and other vital functions. These innovations help clinicians closely monitor and manage the delicate health of newborns, preventing complications and improving survival rates.

Essential high-quality newborn care includes, among others, having the most effective health technologies at the disposal of the healthcare professionals.

However, lack of early-stage capital and funding towards innovations, lack of entrepreneurial spirit, limited industry know-how are the primary reasons why many innovative neonatal care technologies remain stuck in the development stage and fail to reach the newborns in need. It is estimated that only 5% of medical innovations reach patient care.

In order for these and other novel technologies to make a positive impact on the neonatal healthcare setting, experienced venture builders are required to redirect investments into early-stage innovations and successfully bring them to the market.

THIS IS WHERE NLC FITS IN.





HOW CAN YOU CONTRIBUTE?

NLC's mission is to offer integrated support to innovators, inventors, and academic and other institutions to successfully commercialize medical technologies and attain a higher standard in healthcare fields like neonatal care. To that end, we have set up the Health Impact Fund.

This Fund will enable you to financially support, among others, more neonatal care ventures to ensure that newborns and their parents, neonatologists and the other healthcare professionals have much-needed medical technologies at their disposal.

Join other like-minded private investors and institutions who share the same vision: to make a positive impact on healthcare through innovative technology and science. Additionally, by participating in the Health Impact Fund, you contribute to UN Sustainable Development Goals 3, 9 and 17, and to a fund that adheres to the highest impact investing standard (SFDR 9), which entails the obligation to report on impact metrics.



For more information about this opportunity, please visit <https://hif.nlc.health/info>

Become part of our initiative for impact investing in future generations.

You are also more than welcome to contact Hidde, our Investment Director, and/or Johanneke, our Portfolio Director, to discover directly how you can join us in making a difference in healthcare.



HIDDE TEN BRINK
INVESTMENT DIRECTOR

+31636103566
hidde.tenbrink@nlc.health



JOHANNEKE MAENHOUT
PORTFOLIO DIRECTOR

+31641314340
johanneke.maenhout@nlc.health



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