

A close-up portrait of a woman with blonde hair and brown eyes, looking directly at the camera. A complex, golden-brown digital network of dots and lines is overlaid on the right side of her face and extends into the background. The background is a solid yellow color with some faint, abstract line patterns.

BUILD VENTURES ADVANCE HEALTH

By building an innovation ecosystem

Information for TTO's & Inventors



NLC

THE EUROPEAN HEALTHTECH
VENTURE BUILDER



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GET TO KNOW NLC

WE ADVANCE HEALTH BY BUILDING VENTURES

We aim for a world in which every person has access to the best technology driven care. We advance humanity by bringing health innovations to the world, in a faster and more cost-effective way. Our technologies solve **Next Level Challenges**.



NLC - THE EUROPEAN HEALTHTECH VENTURE BUILDER



SFDR 9
COMPLIANT



FOUNDED IN
2015



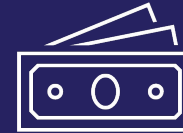
11
COUNTRIES



BUILT MORE THAN
100
VENTURES



RAISED OVER
€100m
IN VENTURE FUNDING

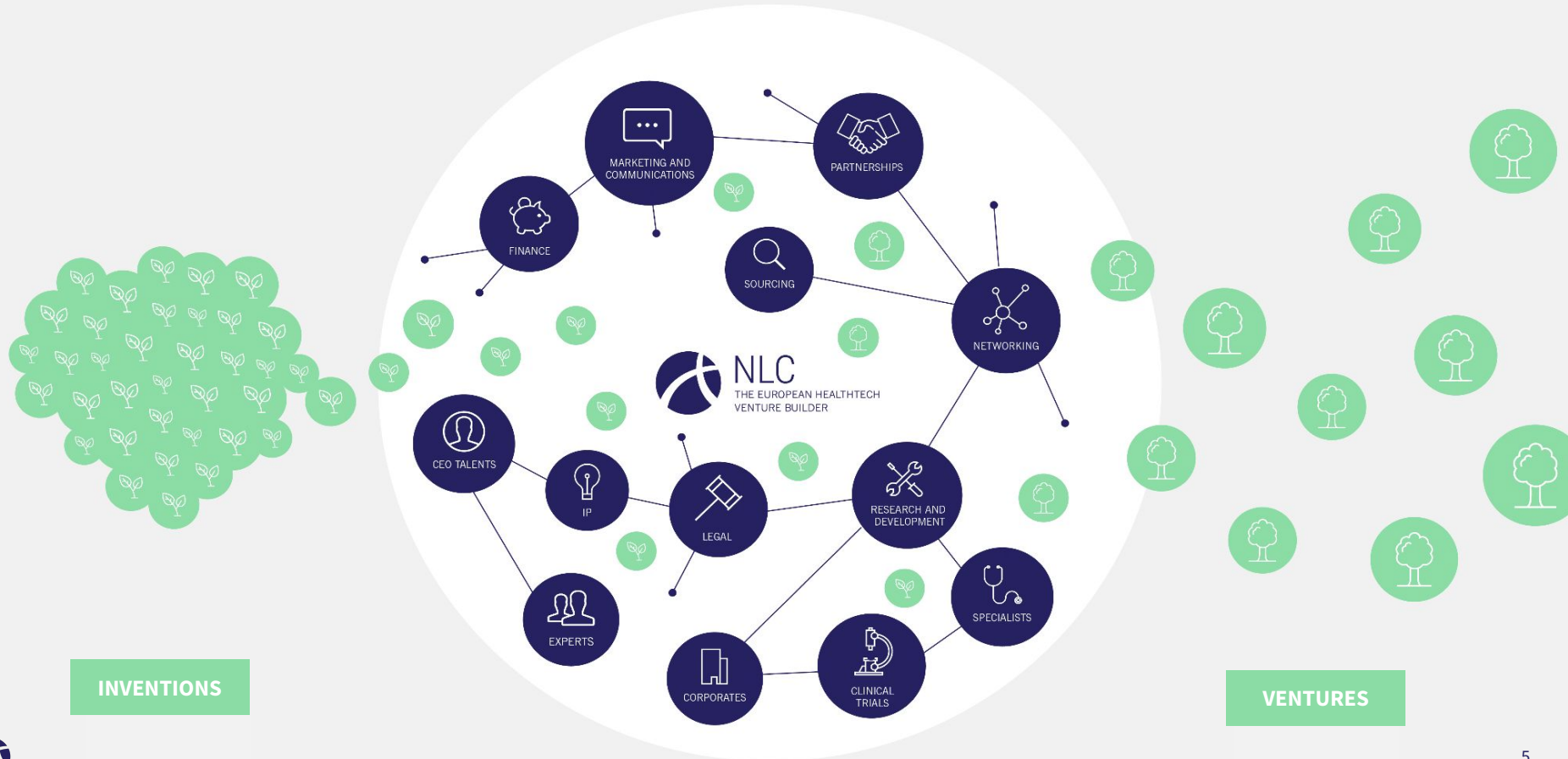


4
CAPTIVE FUNDS RAISED



TEAM OF
80+
PROFESSIONALS

WE TRANSFORM INVENTIONS INTO INNOVATIONS



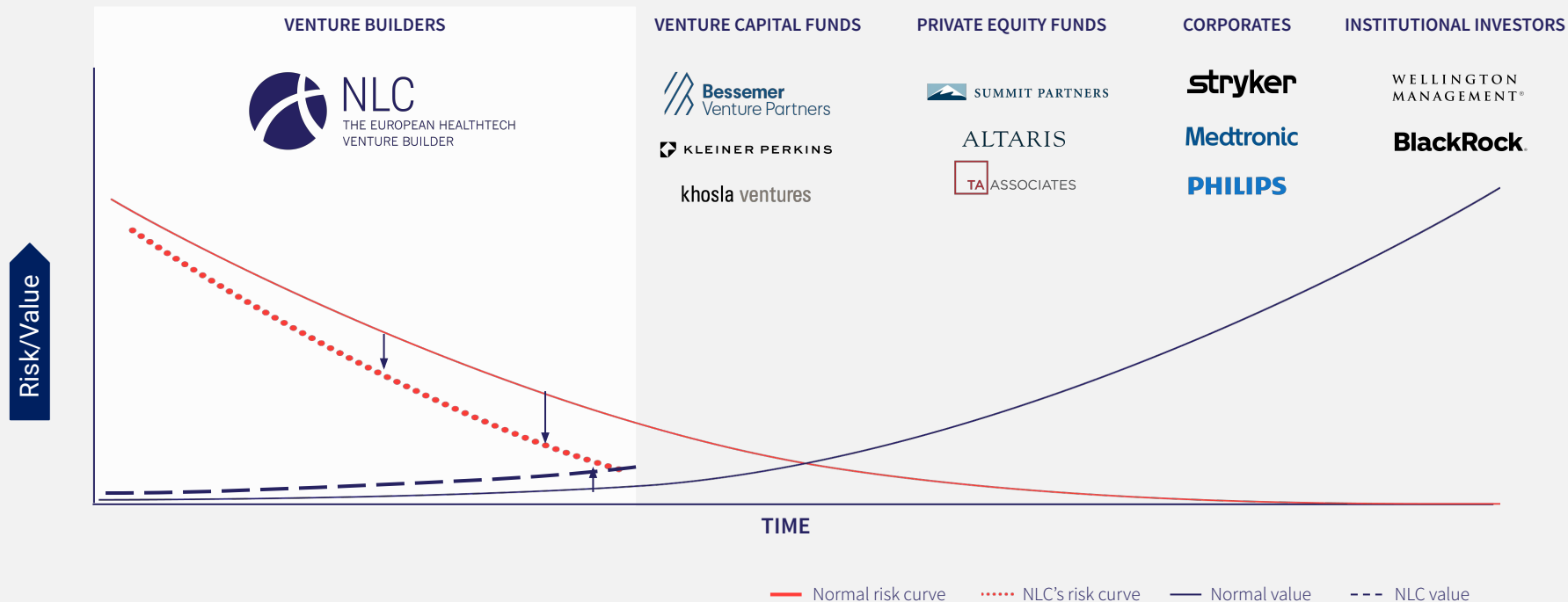
NLC IS THE BRIDGE BETWEEN YOU AND THE MARKET

NLC scouts the best technology at renowned knowledge institutions and corporates. Backed by an extensive network of experts and medical specialists, inventions are assessed for their societal impact and financial potential.



NLC OPERATES AT THE BEGINNING OF THE RISK CURVE

We get involved early, before there is a venture team or a business plan. We are the founder of all our ventures and build our companies from the ground up.



OUR UNIQUE VENTURE BUILDING MODEL DRIVES INNOVATION










































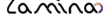




















NLC is **not an investor nor an accelerator / incubator**! We build companies from the ground up and support them for as long as they need us.

	TYPE	FIRST TIME ENGAGEMENT	SUPPORT	BUSINESS MODEL	HORIZON
NLC	Venture builder	Very early stage	Founder & active throughout building and scaling process	Equity	3 - 8 years
TRADITIONAL MODELS	Incubator / Accelerator	Early stage	Coaching, office space, Alumni network, etc.	Startup fees & equity	1 - 6 months
	Venture Capital	Mostly late stage	Financing	Equity & management fee	3 - 5 years



WE ARE PROUD OF OUR 100+ VENTURES TO DATE

25
new ventures
in 2023

TRL 1	TRL 2	TRL 3	TRL 4	TRL 5	TRL 6	TRL 7	TRL 8	TRL 9
Basic principles observed	Technology concept	Feasibility assessment	Prototype in lab environment	Prototype test in user environment	Pre-production of product	Low scale production demonstrated	Device validated and qualified (FDA/CE)	Product fully operational and in market
	 MYCO.TOOLS 2CTL ASCLEPIUS  MIMESIS SPINE ArtiFex	THERAGENIX NILOCAS OCCLUNOVA ONCOTRAP    retendon       	FOVEO FERTILITY                        	          	      	OMICSYSTEMS  	LORESA 	    



HOW WE HELP YOU GROW

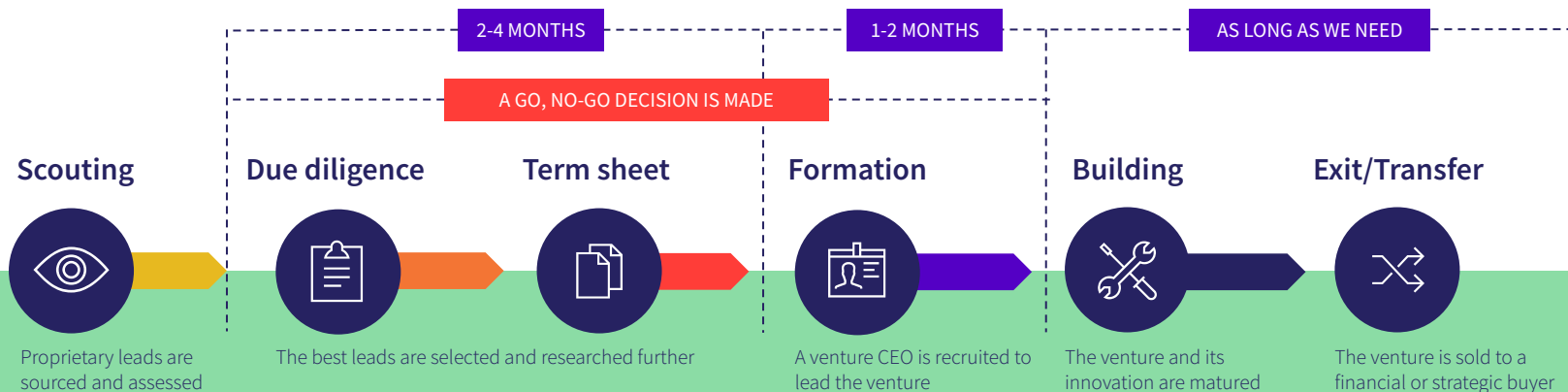
BUILDING AN ECOSYSTEM

NLC has developed a unique venture building model, based on a strong network, including a fast-growing number of partnering TTO's, with the ambition to significantly increase the number of health technology reaching the patient.



THE PROCESS OF BUILDING

Having built over 100 ventures to date, we have transformed many medtech, digital and biotech inventions into ventures.



Inventions are assessed and selected by evaluating their societal impact and financial promise.

In the due diligence phase, we assess, amongst others, the technical feasibility, medical need, market size and funding options.

NLC establishes a startup company (venture) that in-licenses the IP on which the innovation will be based.

In alignment with the inventor, we recruit an experienced CEO to manage the day-to-day executive operations of the venture and create a business strategy.

NLC supports the venture in its journey, including helping it to secure financing.

Once the venture is ready, NLC intends to sell the venture to a financial or strategic buyer.



SCOUTING: NLC SEES A VARIETY OF HEALTHCARE INVENTIONS

NLC searches for the best technology at renowned knowledge institutions and corporates. Backed by an extensive network of experts and medical specialists, inventions are assessed for their societal impact and financial potential. These inventions come to us in different ways.



DUE DILIGENCE: WE ASSESS IN A TAILORED PROCESS

To make sure NLC only builds ventures with the best inventions, a due diligence is done. Several factors are taken into account to assess an invention.



KEY EVALUATION PILLARS

1 Technical Feasibility

What are the **main limitations** and **technical challenges**? What **studies** have been performed and what are **the results**? Can it be reasonably assumed these challenges can be overcome?

2 Market and Finance

What is the **size of the market**? What is the regulatory and **clinical trial pathway**? How much **time and investment** does the technology need to be market ready?

3 Medical Need

Is there a problem and is it perceived to be significant for a patient or user? Is it a **verified unmet medical need**? What is the **potential impact** for patients? And what is the impact for society, the care professionals and planet?

4 Substitutes

Which other technologies solve the same problem? Is there a quality of life case which can convince the buyer to pay? Is there an **economic benefit** for hospital/insurer/patient?

5 Unfair advantage

What could give this product an advantage? How **strong is the patent**, and what does it protect? What other unfair advantages could safeguard **against copying**?



TERM SHEET: GETTING ON THE SAME PAGE

NLC seeks to align the stakeholders at the founding of the startup. In exchange of an exclusive license the IP holder can receive equity in the startup company or a royalty on product sales.



NLC provides resources (team, back-office expertise, network), **pre-funding**, facilitation of establishing **legal documents**, **out of pocket expenses**



Royalty and/or equity based compensation for IP Holder based on **exclusive license**



The **role of the inventor** in the team is open for discussion (see Formation)



Other key terms are discussed (i.e. anti shelving, sublicensing, assignment of IP, etc.)

FORMATION: FINDING THE RIGHT CEO

The venture is paired with a CEO that matches the specific skills needed to grow the venture, selected by NLC's experienced and well-connected recruitment team.



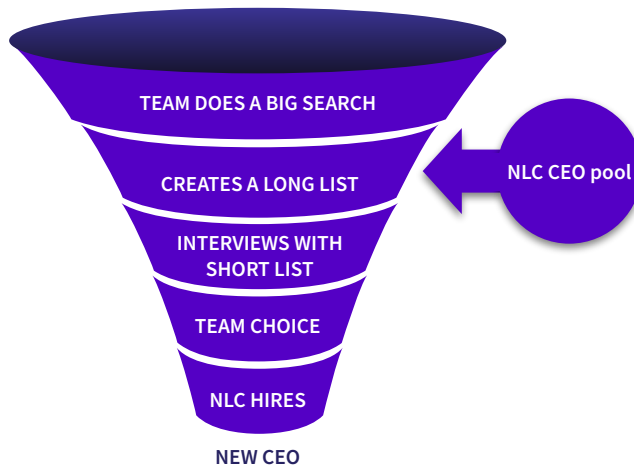
WE BUILD THE BEST VENTURE TEAM

The **inventors' involvement and expertise** are crucial for forming a high-performing team - the inventors will always be involved in the CEO selection.

In alignment with the inventor, **we recruit an experienced CEO** to manage the day-to-day executive operations of the venture and create a business strategy.

The **role of the inventor is tailored to their needs & wishes**: ranging from an advisor role (no distraction from their academic ambitions if applicable) to Chief Scientific Officer.

Our **experienced Venture Teaming department** starts the recruitment process after carefully deciding upon the skills needed to bring the invention to the market.

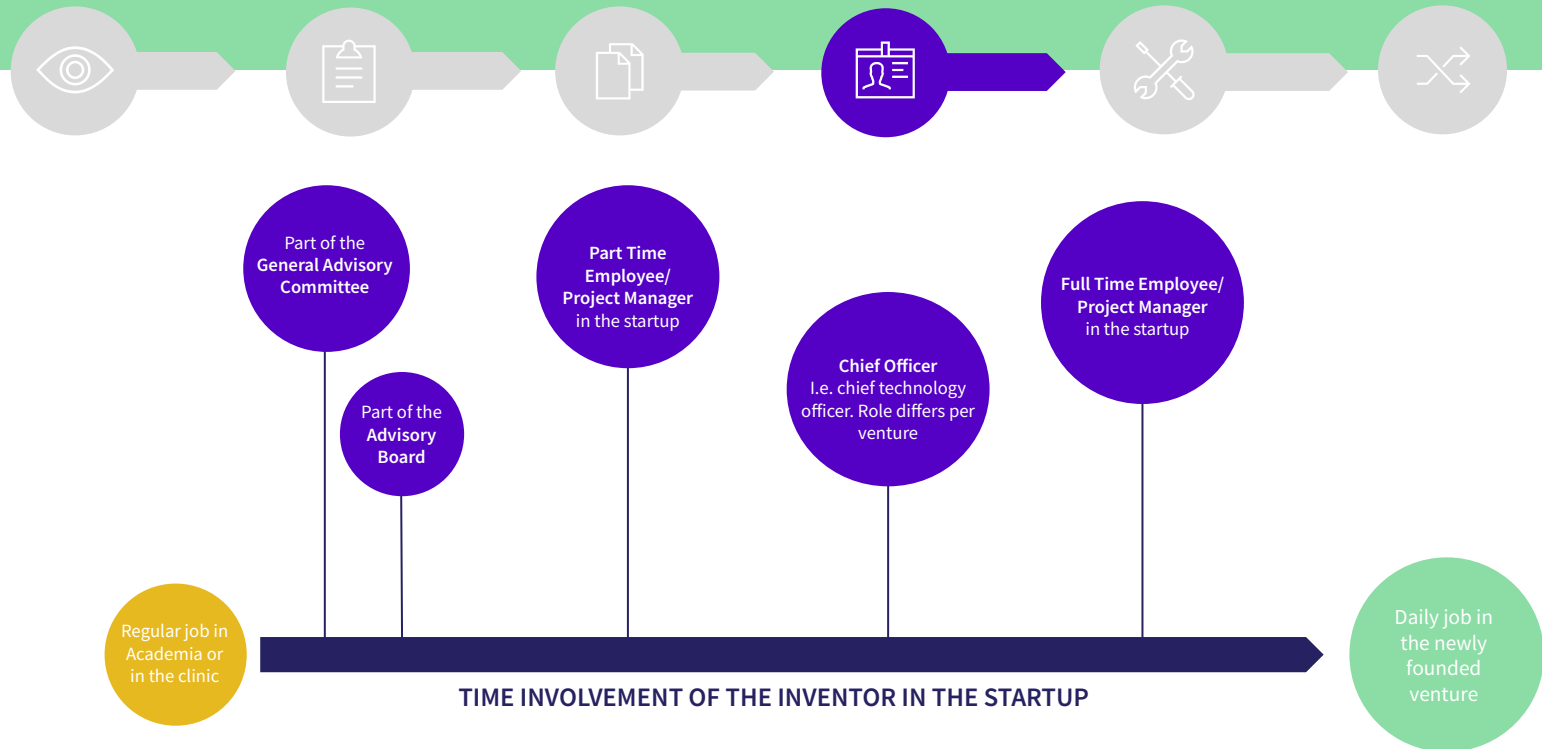


Since we have many ventures, our Venture Teaming team has spoken to a lot of potential CEOs. However, sometimes the CEO doesn't fit with the venture, but can be a perfect CEO for another venture. That is why we have a **CEO pool with experienced candidates**. To make sure we find a suitable CEO as soon as possible, the Venture Teaming department proactively checks our CEO pool for suitable candidates.



FORMATION: FINDING THE RIGHT ROLE AND TEAM

The inventor's role in the venture team is tailor-made to your preferences. You can be involved as much as you like, we take care of the rest. Crucially, you should not be distracted from your clinical, academic or other ambitions but rather enrich them.



BUILDING: NLC SUPPORTING THE STARTUP COMPANY

NLC provides all the necessary support to successfully build and grow our ventures.



Our **Kickstarter and Ramp-Up Programmes** as well as specialised modules are tailored to the stage of the venture and to its needs



We offer services via external partners in **28 service domains**, ranging from Brand & Communication to Technology Assessment and QA/QC and Regulatory Affairs



Venture reviews are held quarterly to check on growth and for venture partners to provide guidance



We have built a **venture community** to bring venture staff together to facilitate serendipity and **peer-to-peer help**

BUILDING: DEVELOPING AN EXTENSIVE OFFERING OF VENTURE SERVICES TO HELP THE VENTURE SUCCEED

These venture services ensure that all NLC Ventures can scale in the best way possible, and that Venture CEOs can focus on what they're best at: advancing health.



Organisational Development

Services that enable an organization to scale
(e.g. Brand & Communication, Venture Teaming)

Proposition Development

Services that enable further development of the main client proposition (e.g. Clinical Trial Support, International Desks)

Market Development

Services that enable the client proposition to reach caregivers and patients (e.g. Early HTA and Reimbursement, Market Data)



Venture Protection

Services that enable a venture to protect their value proposition (e.g. Legal Support (internally/externally), QA/QC – Regulatory affairs)

Venture Finance

Services that enable the necessary funding to develop the proposition, market and organisation (e.g. Financial Business Case Support, (Non-) dilutive fundraising assistance)



EXIT/TRANSFER: ACCELERATE FURTHER GROWTH

Once the venture and its innovation are matured, NLC intends to sell the venture to a strategic or financial buyer or the public market, where impact is considered as an exit criterion. Exits are made to realize (partial) return on the investment whilst attracting substantial expertise. This is done to accelerate further growth and/or to enable a platform to make accelerated global impact by synergy.



(PARTIAL) EXITS REALIZED

NICOLAB

PCaVision

Kaminari
Medical

RetinaCheck
眼科检查

MLA
DIAGNOSTICS

LARYNX
LOCK

Sansepsis

OVAL BONE SAW

Meeting the highest possible standards

THE IMPACT OUR VENTURES HAVE

We believe innovation is key to overcoming the current challenges of the healthcare sector and specifically the musculoskeletal field. Our business model, enabling entrepreneurship at scale, supports innovation in reaching the market and accelerates the unfolding of its full potential.



“As a physician, I lack the knowledge and expertise to **start a business** and do not have time to get more education on this topic. **NLC has this expertise**, and can therefore cover the new business information for me, so I can still **focus** on my **clinical work**.”



D.R. Koolbergen, MD, PhD

Congenital Cardiac Surgeon AMC | Chief
Medical Officer at HAERMONICS



HAERMONICS aims to
help more than **1.5
million patients
worldwide.**



THE IMPACT NLC MAKES

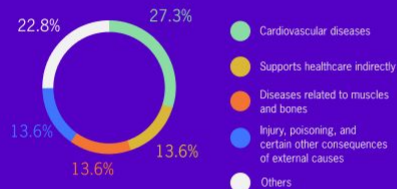
2022 AT A GLANCE

All our ventures have a **positive impact** on patients



Three of our ventures already have an environmental label in place

Key **sustainable** development goals contributed to:



22

Ventures were built
NLC's captive funds invested in total €3.83 million in these

82 Ventures in impact assessment, of which **39 participated** in impact assessment



Female
as CEO



Female
in board

120,000

Patients have already been **reached by our ventures**



70%



Of our ventures have a positive impact on the workforce

MEDTECH TEAM

All colleagues within NLC aim to bring innovations to the patient. All team members have different backgrounds and therefore a lot of perspectives to help make our ventures a success.

A ton of experience

With former employers like hospitals, medical device manufacturers (i.e. Philips), consultancies, universities and many more, there are a lot of perspectives

In 2030 we aim to impact 500 million patients

With the widespread of technologies, NLC will affect the lives of a lot of patients

The Medtech team built over 70 ventures

The Medtech team has built over 70 ventures, and therefore knows what to expect and how to guide you in the process

Collaborations with corporates

Our collaborations with corporates like Philips and Medtronic help to get inventions earlier to the patient



IS YOUR INVENTION NEXT?

LET'S ADVANCE HEALTH, TOGETHER

NLC facilitates to bring your idea to life. We help with creating business propositions, filing patents, organising clinical trials, building teams, securing financing and more.

[SUBMIT YOUR INVENTION](#)





NLC

THE EUROPEAN HEALTHTECH
VENTURE BUILDER

**BUILD VENTURES
ADVANCE HEALTH**

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in [nlc-next-level-challenge](#)