

# NLSDays - NLSInvest: What are international investors are looking for?



**abbvie**

**Sergio Capancioni**  
 Director Search and Evaluation Europe,  
 AbbVie

**Your company has previously attended Nordic Life science days, so we presume your interest in Nordic life science is significant. What attracts you to the Nordics?**

– Nordic innovation is globally recognized. It is home to a vibrant ecosystem and deep talent pool underpinned by world-class life science universities, research infrastructure and life science industry.

**How do you perceive the development in the Nordic life science region, would you agree that it's increasingly capturing the interest of investors and larger international life science-corporations?**

– A key factor to the Nordics' life science success is a long tradition of collaboration between government, academia, industry, and society in bringing cutting-edge solutions to the market. But innovation happens everywhere, and VC funding is growing across geographies with Europe and China not far behind the US. We actively look for first in class and best in class opportunities across the globe. The focus is on the science, not on the geography as illustrated by our recent deals in oncology with partners based in the Nordics and in China for example.

**What is it that you are looking for among the companies present?**

– At AbbVie, we partner to achieve two important outcomes: to deliver innovative medicines and to make a remarkable impact on people's lives.

We focus on identifying and evaluating innovative therapeutics that complement and enhance our existing internal innovation strategies, especially in the areas of Immunology, Oncology, Neuroscience, Eye Care and Aesthetics. But we are also interested in virology and women's health. Our Search & Evaluation team works in close partnership with our R&D and commercial teams, BD&A and AbbVie Ventures to thoughtfully address each opportunity. Regarding AbbVie Ventures, we strategically invest in transformational scientific opportunities to augment our core R&D interests and gain access to next-generation science and proven scientific leaders. Our expertise in drug development and commercialization can be a valuable resource to even the earliest stage companies.



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**Cheryl Zimmerlin**  
Principal, Healthcare Team,  
M Ventures

## **This is your second time coming to Nordic Life Science Days. What attracts you to the Nordics?**

– I have previously attended the NLSDays in 2018 and am excited to join again this year. The Nordics have a rich history of incubating and growing world-class biotech companies. The high level of innovation and rich ecosystem attracts us to look for opportunities within the Nordic region.

## **What is it that you are looking for among the companies present?**

– We are looking for disruptive first-in class companies with a strong business proposal looking for investment. Our investment mandate in life science covers therapeutic opportunities in the areas of immunology, fertility and oncology. Furthermore, we look for enabling disruptive technologies including the fields of novel modalities, synthetic biology, bioprocessing, AI enablement and advanced molecular/culturing methods are of interest.

**How do you perceive the development in the Nordic life science region; would you agree that it's increasingly capturing the interest of investors?**

– The Nordics have always had a strong reputation to develop innovative technologies. However, in the last 5 years an increasing number of Venture funds and innovation initiatives have been established. Together with the availability of high-quality management teams this makes it a very appealing investment environment for investors.

