

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



**Daniel Dillinger**  
Investment Manager,  
Redalpine Venture Capital

**This is your first time coming to Nordic Life science days and our pre-event NLS Invest. What attracts you to the Nordics?**

– We have seen interesting companies from the Nordics in our deal flow lately. Hence we would like to get more detailed overview of the Nordics Life Science ecosystem and are committed to increase our deal flow-rate from the Nordics.

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

– As always, outstanding teams, great science and a clear path to market.

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

– Absolutely! That's why we will join Nordic Life Science Invest and Nordic Life Science Days!



**Sascha Berger**  
Partner,  
TVM Capital

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

– The Nordics have a long tradition in great and profound science. This is the basis for good life science opportunities, which we search globally. I believe digital meetings are not necessarily worse than in-person meetings. The last few months have shown that, on the contrary, this is very efficient for first-time meetings. What I miss is the personal element, but we can certainly have that in a shorter format focused on networking hopefully soon.

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

– We look for disruptive science, resulting in first-in-class or clearly best-in-class assets in major indications with clear unmet medical need. The data generated is crucial for us to decide if we want to dive deeper in a second step after the conference. The ideal stage for us is late-preclinical, after solid in-vivo proof-of-concept. We also look for later-stage biotech companies, whose (lead) asset is going into pivotal clinical trials. Finally, we are interested to meet late-stage medtech, diagnostic or even digital health companies.

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

– Absolutely. Still, we believe that there is shortage of VC money available in the Nordics. We are happy to provide additional options for entrepreneurs and scientists with our \$0.5B fund, investing in both North America and Europe.

