

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



Anna Bellmunt
Associate,
Asabys Partners

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

– We are excited to participate for the first time in NLS Days. We are interested in learning more about the science that comes from the Nordic countries and we are looking forward to interacting with top innovative companies.

As a European healthcare investor, we like to meet entrepreneurs, executives and investors from all over the world, to share our experiences, activities, goals and visions. It is of outmost importance that we all collaborate towards the evolution of the healthcare industry, to ensure constant innovation providing high-quality care and affordable access to the global population

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

– Asabys is a Venture Capital firm based in Barcelona that invests across the board in human healthcare. We are open to investing in Biopharma, Medtech and Digital therapeutic solutions. We are looking for companies that, by combining the latest and most disruptive technological advancements with top scientific and medical expertise, are able to provide new treatment solutions to unmet medical needs.

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

– Yes! We have seen some Nordic companies lately that have pleasantly surprised us. The Nordics have established renown universities, research centers and hospitals, that lay the foundation for the development of high-quality scientific and medical experts, as well as the perfect environment for innovation and life science development. We are very interested in being in contact with more investment opportunities that arise from this region. for both debt and equity investors.



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Kristine Erwin
Vice-President,
Bootstrap

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

– The entrepreneurial ecosystem in the Nordics has flourished in the last decade. Well-established relationships between academia and the life science industry, a highly educated workforce and supportive societal environment have underpinned the strong growth story of Nordic startups. Past successes such as Novo Nordisk, Gambro, Elekta and Actavis, have created more experienced entrepreneurs, built a network of local life science professionals and given confidence to new talent in the space. This creates a compounding effect that's accelerated by the close-knit network of innovation clusters in Nordic countries. This has driven increasing interest from local and international investors. Companies are now maturing and turning their attention to accelerating commercial scale-up. As a venture debt investor, this is a very exciting time for us to work with Nordic companies to provide a flexible and cost-effective way to finance the next phase of growth.

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

– We're looking for fast growing companies looking to fund scale-up growth using minimally dilutive financing. Venture debt is most effectively used to provide additional

cash runway, enabling the business to postpone the next equity round or exit and giving them more time to attain value enhancing milestones. We're looking for tech-enabled or IP backed companies looking to fund new growth opportunities, such as product launch, geographical expansion or pipeline development, that can use venture debt either as a standalone source of capital or as a complement to an equity raise.

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

– It's not just a perception of increasing development and strength in the Nordic life sciences, it's measurable: all five countries are in the top 20 of the 2020 Global Innovation Index, with Sweden ranked second, and Nordic countries rank high in EU patent filings, with some of the highest growth in contribution to life science patent filings in the past three years. We're already seeing significant growth in the amount of money invested in the Nordics, the number of larger rounds, and international and corporate venture activity in later rounds. We expect to see this continue as local life science ecosystems mature and as companies work with strong partners providing smart capital.

