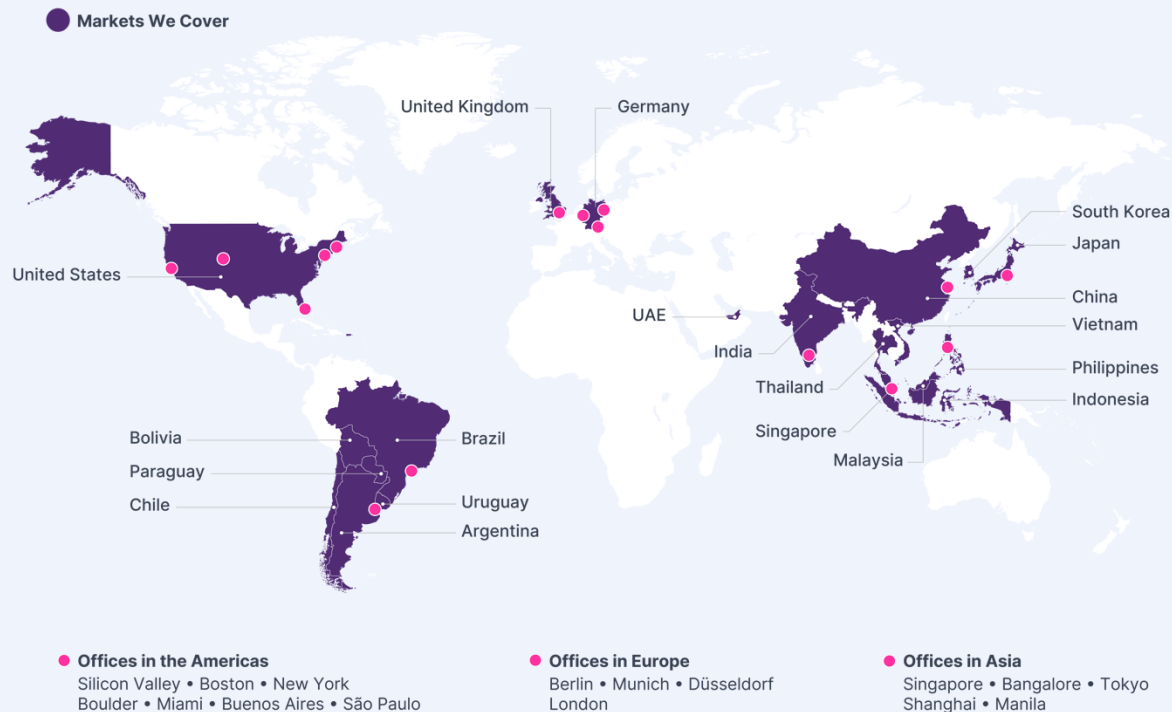
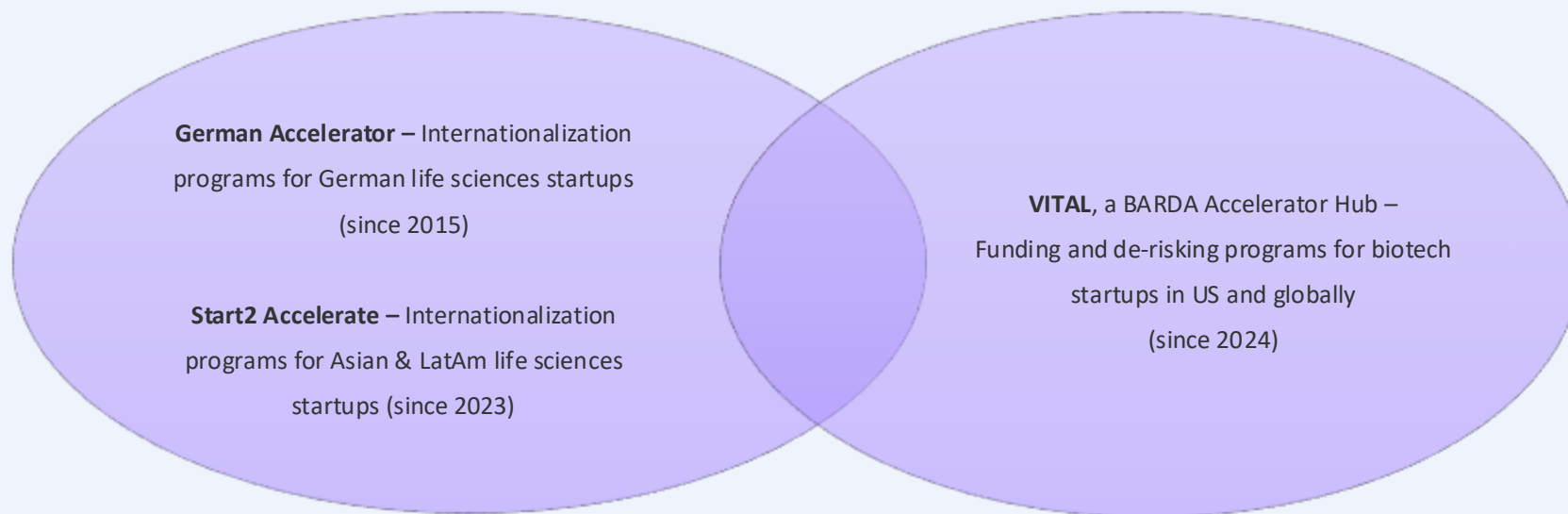


# Start2 Group

- 16 offices, 100+ FTEs
- 13+ years supporting startup de-risking, 10+ years specifically in life sciences
- Business model: government contracts to run free programs for startups



## Life sciences program history



Internationalization focused

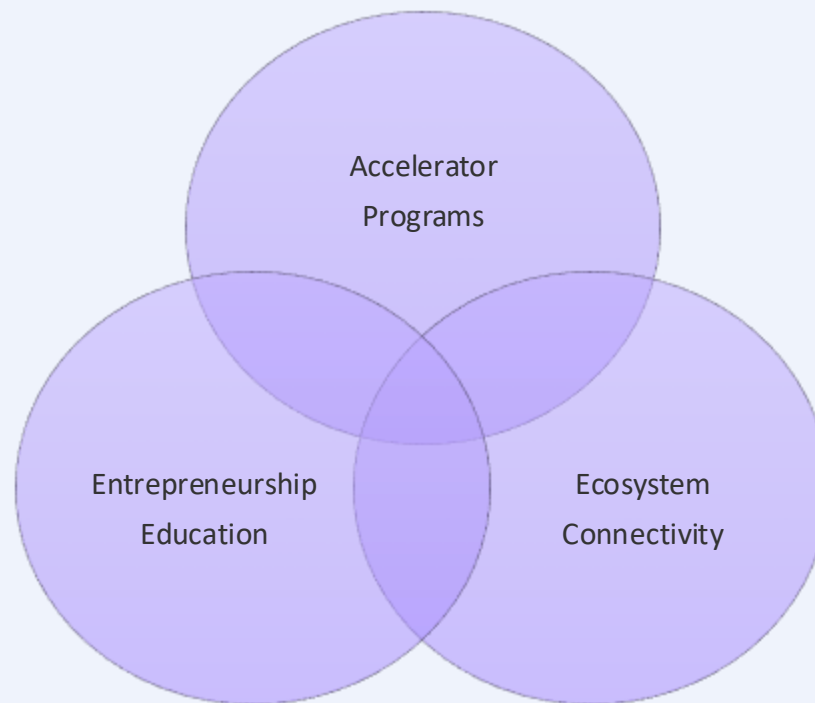
Development focused –  
Only for therapeutics & vaccine startups

Start2 can enhance your startup & entrep support programs, and your FDI initiatives

Program flexibility:

single workshop; meeting preparation;  
immersion weeks; full programs

Based on 10+ successful years in  
life sciences & healthtech



## Differentiated de-risking programs for therapeutics, diagnostics, devices, and digital health startups

- Highly individualized and “high-touch”
- Lead mentor & project manager
- Weekly mentor meetings with SMEs
- Deep Dive kickoff meeting
- Company-specific workstreams

### Typical workstreams:

- Product-market fit & foothold market
- Investor & BD pitches
- Clinical-regulatory & reimbursement
- Indication selection & target product profile
- Development plans for assets & platform

Mentors are experts in entrepreneurship, commercialization, clinical-reg, fundraising, development



**Jacques Ambrose**  
Sr. Medical Director  
Columbia University  
Medical Center



**Andrew Bourke**  
CEO  
Dragonfly Innovations



**Charlie Cameron**  
Managing Director  
HUB Angels



**Craig DeLarge**  
Director Strategic Marketing  
Ksana Health



**David Deems**  
CEO & Founder  
Cellaria Inc



**Greg Dombal**  
Regulatory expert and  
former President, DLRC



**Rajiv Gupta**  
Neuroradiologist &  
Director, AXIS Center  
Mass. General Hospital



**Anula Jayasuriya**  
Founder &  
Managing Director  
EXXclaim Capital



**Steve Laken**  
President  
Cephos LLC



**Neema Mayhugh**  
Managing Partner  
Wave Strategy LLC



**Aaron Patton**  
MD of Innovation  
Blue Cross Blue Shield



**Maggie Pax**  
Member Board of Directors  
BioPorto Diagnostics Inc.



**Ulla Rauh**  
CEO & CSO  
Trueline Therapeutics



**Mike Serrano-Wu**  
Partner  
Sprout BioVentures

## Start2 life sciences program successes (German Accelerator)

100

Alumni over 10 yrs

\$1B+

10 Exits

\$675M+

Follow-on Funding



Grünenthal (2017)



Mymee (2022)



Zambon (2019)



Evonik (2021)



3D Systems (2022)



Beckman Coulter (2020)



MSD (2017)



Stryker (2017)



Viomed (2021)

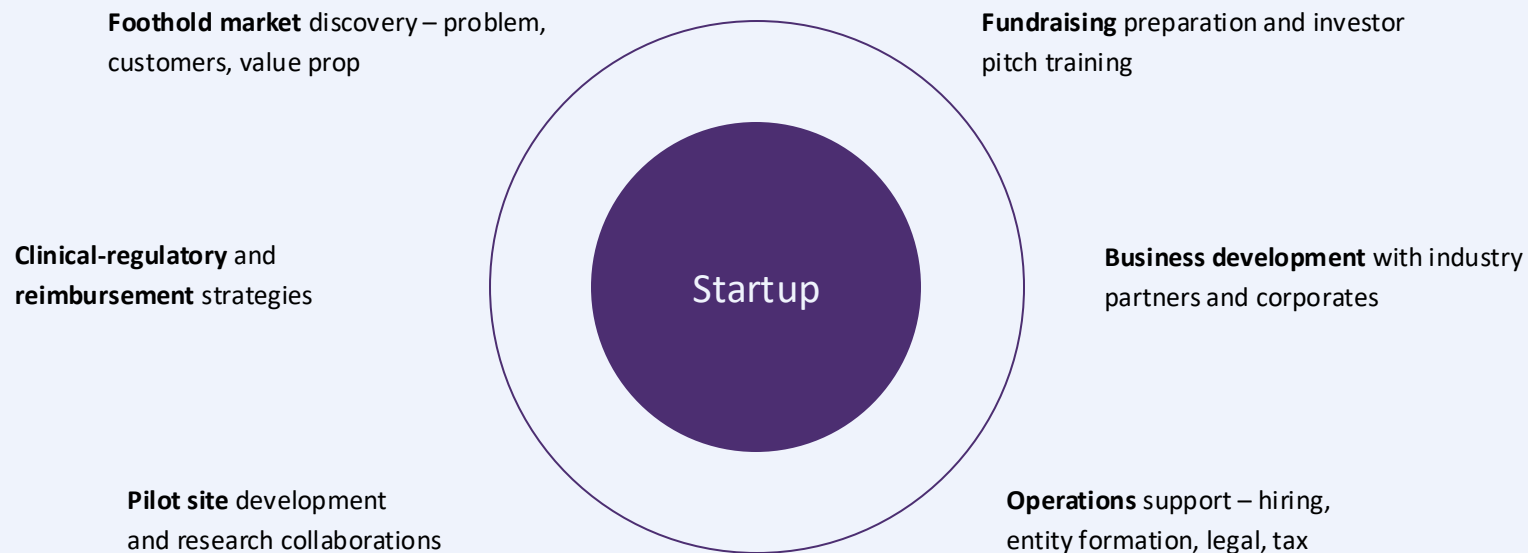


Glooko (2022)

## Start2 life sciences programs solve real problems for startups

| Startup Challenges                                            | Start2 Life Sciences Programs                                                                             | Outcomes                       |
|---------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|--------------------------------|
| Discovering product-market fit: problem and value proposition | Learn current standard of care, reimbursement, adoption hurdles, and the forces driving stakeholders      | Foothold Market Identification |
| Understanding FDA regulatory compliance                       | Develop regulatory plan: claims, target patient population, classification, study design, end points      | Regulatory Approval Plan       |
| Accessing customers, industry, and clinical partners          | Identify and meet with appropriate users, buyers, and partners to validate benefits and value proposition | Market & Clinical Validation   |
| Accessing funding                                             | Develop compelling investment and BD decks/narratives, and meet with investors and industry               | Investment and BD Readiness    |
| Incorporating, insurance and hiring                           | Meet with appropriate lawyers, insurers, and HR experts to ensure proper incorporation and hiring         | Incorporation Readiness        |

Start2 life sciences programs provide individualized support – Meeting startups “where they are”



## Example “Prep for BIO Convention” program – virtual

- Workshop: “Investor Insights & Startup De-Risking”
- Workshop: “Effective Storytelling & Presentations”
- Workshop: “Maximizing Networking Opportunities at BIO”
- 1:1 pitch practice
- Fireside chats with investors, and BD executives
- 1:1 mentor meeting(s) with SMEs

## Example accelerator program – virtual and in-person

### *Virtual*

- Deep dive kickoff meeting with multiple SMEs
- Weekly 1:1 meetings with SMEs
- Meetings with customers
- Workshops
  - “Effective Startup De-Risking”
  - “Effective Storytelling & Presentations”
  - “Regulatory Strategy & Planning”
  - “IP Strategy”
  - “Payors & Reimbursement”
  - “Selling to Hospitals”
  - “HR Strategy and Planning”

### *In-person, usually around conference*

- 1:1 mentor meetings with SMEs
- Fireside chats: investors, BD execs, hospital admins
- Meetings with customers, industry, payers, clinicians
- Pitch practice
- Invite only meeting with investors
- Walking tour of MIT and Kendall Square, Cambridge



VITAL is a BARDA-Start2 partnership accelerating biotech innovation for infectious diseases and CBRN threats

#### **BARDA**

The Biomedical Advanced Research and Development Authority (BARDA) supports development of medical countermeasures to prevent, prepare for, and respond to health security threats including pandemic influenza, emerging infectious diseases, chemical, biological, radiological, and nuclear threats

#### **BARDA Accelerator Network**

The BARDA Accelerator Network hubs foster growth of the global health security innovation ecosystem by accelerating development and commercialization of next-generation health security solutions

The BARDA Accelerator Network (BAN) supports early-stage companies and academic innovators, globally

Therapeutics, Vaccines

**VITAL Hub**  
Led by Start2 Group

Diagnostics, Medical Devices

**I-CREATE Hub**  
Led by University Lab Partners

Digital Health Tools

**Paratus Hub**  
Led by MATTER HEALTH

Special Populations

**SPARK Hub**  
Led by Children's National Hospital

Enabling Technologies

**VANGUARD Hub**  
Led by BioTools Innovator



## VITAL supports innovative therapeutics and vaccine solutions

### Annual Opportunities

#### Non-Dilutive Funding

\$50 - \$200K funding awards for 6-month projects for development, evaluation, or validation of innovative therapeutic solutions

#### Accelerator

De-risking program with individualized mentoring from biotech & infectious disease subject matter experts

### 2025 Funding for PrEP

\$4M - \$7.5M funding awards for 3-year projects for peptide or protein-based therapeutic platform approaches for PrEP for influenza



## Contact



### **Marc Filerman**

Managing Partner, Life Sciences

Start2 Group

[marc.filerman@start2.group](mailto:marc.filerman@start2.group)

[www.start2.group](http://www.start2.group)