



Technology Investments

A Life Sciences & Med-Tech Perspective

Dr Mark Bowman

Senior Investment Executive
Technology Venture Investments
Development Bank of Wales

MediWales Members' Showcase

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TVI Team



Alex Leigh



Andrew Critchley



Carl Griffiths



David Blake



Duncan Gray



Ed Snow



Mark Bowman



Michael Bakewell



Michael Rees



Oksana Medvid



Philip Barnes



Rafael Joseph



Richard Thompson



Sarah Smith



Simon Thelwall-Jones

Technology Investment – Track Record

- Invested in over 100 technology companies
- Over 50 technology deals last year
- Total value of £50m
- Portfolio:
 - Life Sciences & Med-Tech 40%
 - AI & Data Analytics 20%
 - Advanced Materials 15%
 - SaaS 10%

Life Sciences / Med-Tech Portfolio



Investment Stage



A Long-term Investor

Our Considerations

- Management, management, management!
- Value proposition
- Technology road-map / technical risks
- TAM size
- Competitive landscape
- Funding strategy
- Exit aspirations

Some Tips

- Everything takes longer and costs more
- Raise more than you think you need
- Build in some contingency (funding rounds take time)
- Align interests (the term sheet is key)
- Build a supportive syndicate
- Are investors competitors or co-investors?
- Have a Plan B (and a Plan C)
- Focus negotiations on the key commercial points

Thank you