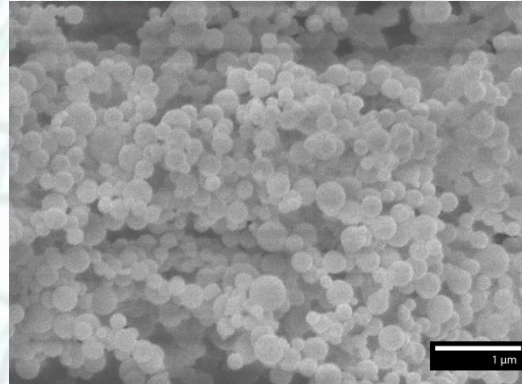
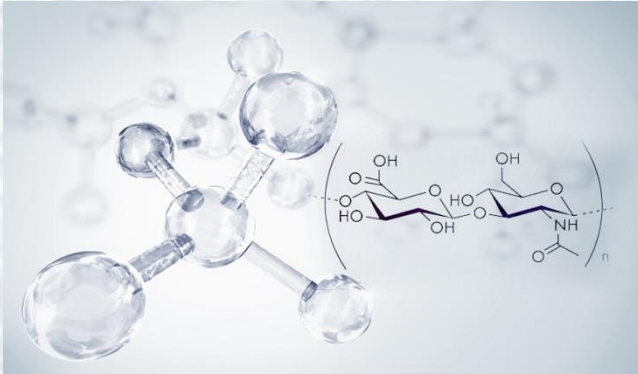


BioMed Elements

Partnering from an SME perspective

BME's Expertise



Expertise in
biopolymer product
formulation

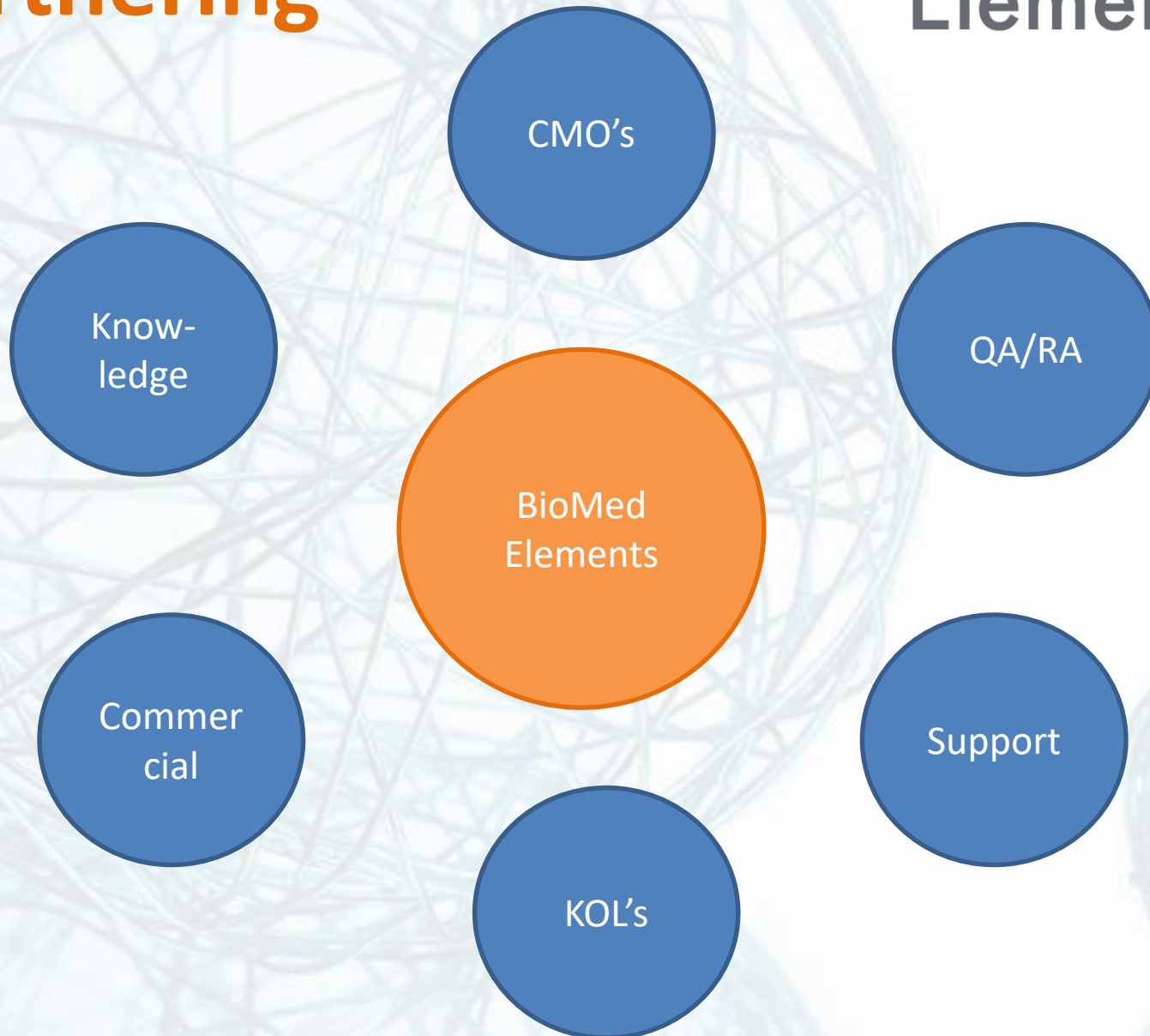
Patented technology
to create spherical
nanoparticles

Upscaling and
manufacturing
capabilities

BME's Technology

- ▲ BME's expertise is a combination of:
 - ▲ Flow chemistry
 - ▲ Knowledge of biopolymers
 - ▲ Tuning of the properties of biopolymers
 - ▲ Experience with QMS based on European and US standards

Partnering



CMO's




- ▲ Protection of process
- ▲ Available knowledge and skills
- ▲ Costs of implementation and manufacturing
- ▲ Quality management
- ▲ Regulatory considerations

QA/RA


- ▲ Key in medtech and pharma
- ▲ Insourcing vs # hours support vs availability
- ▲ Knowledge of regulations

Support

Accelerators:

-  Governments (e.g. grants, market access)
-  Network (e.g. BRISKR, OostNL, RedMedTech)
-  Financial (e.g. banks, investors)

Focussing resources:

-  Supportive functions (e.g. accounting, patent attorney)



QA/RA

- ▲ Key in medtech and pharma
- ▲ Insourcing vs # hours support vs availability
- ▲ Knowledge of regulations

Commercial

- ▲ Distributors/agents vs direct sales team
- ▲ Strategy:
 - ▲ Exit partners
 - ▲ Marketing/branding partner

KOL's

-  Hospitals and Key Opinion Leaders
-  Medical Advisory Board

Knowledge

- ▲ Niche expertise
- ▲ Enablers: partners with whom you can offer synergetic services (e.g. Avivia)

Summary

- ▲ Invest in finding the right partners
- ▲ Look for synergetic partners
- ▲ All evolve as your company evolves