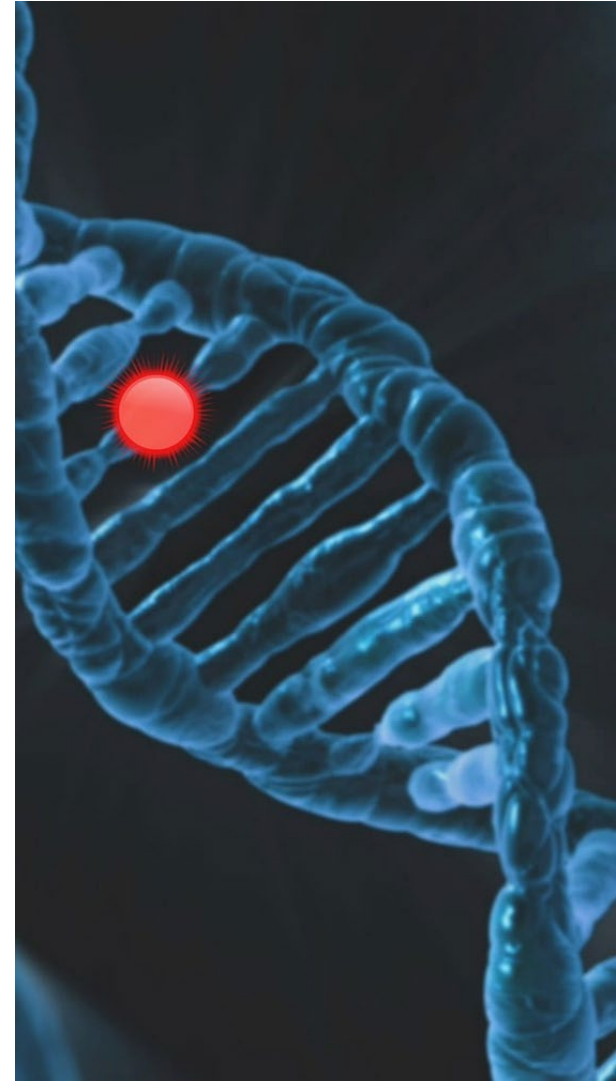


Building Effective Life Science Innovation Ecosystems

Reflections from a biotech start-up journey

Kirsten Miller-Duys

23 October 2024



DNA sequence data analysis

- COVID
- HIV drug resistance
- AMR

Spin out from UWC

- 4 founders - 3 academic, 1 technical
- company start 2015
- out of university in 2018

R60M Funding to date

- initial grant
- Angels
- VC funding - RSA+Int
- Innovation prizes

IP owned by company

- initially licenced
- IP fully assigned to the company 2020

International business model

- part of diagnostic value chain
- partner with device & assay developers
- customers largely international



Ecosystem insights to drive innovation



Academia + Research institutions

- Recognition + support for academics in applied science
- Industry/entrepreneur exposure + mentorship



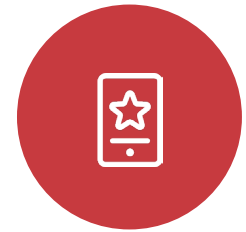
Industry - pharma+biotech

- Targeted accelerators for network + ecosystem exposure
- Regulatory understanding



Funding+ Government Bodies

- Be realistic about requirement to internationalise
- Removing restrictive start-up legislation - RSA Exchange Control
- Traversing the funding 'Valley of Death'



Role of IP

- Ownership a prerequisite for investment
- Avoid ruinous royalties
- Keep it as simple and transparent as possible!

