

# Sarsia Seed AS

Short presentation (downloaded)

March 2011

# Sarsia Seed

One of four nationwide seedcapital funds in Norway

## Structure

- Capital base of 45 mEUR, 50/50 public & private investors
- Started October 2006 with 15 year horizon
- Investment object necessarily a Norwegian company and investment decisions taken by the Fund board
- Team of five (PhDs and MBAs) with broad management and board experience from Norway, Europe and the USA

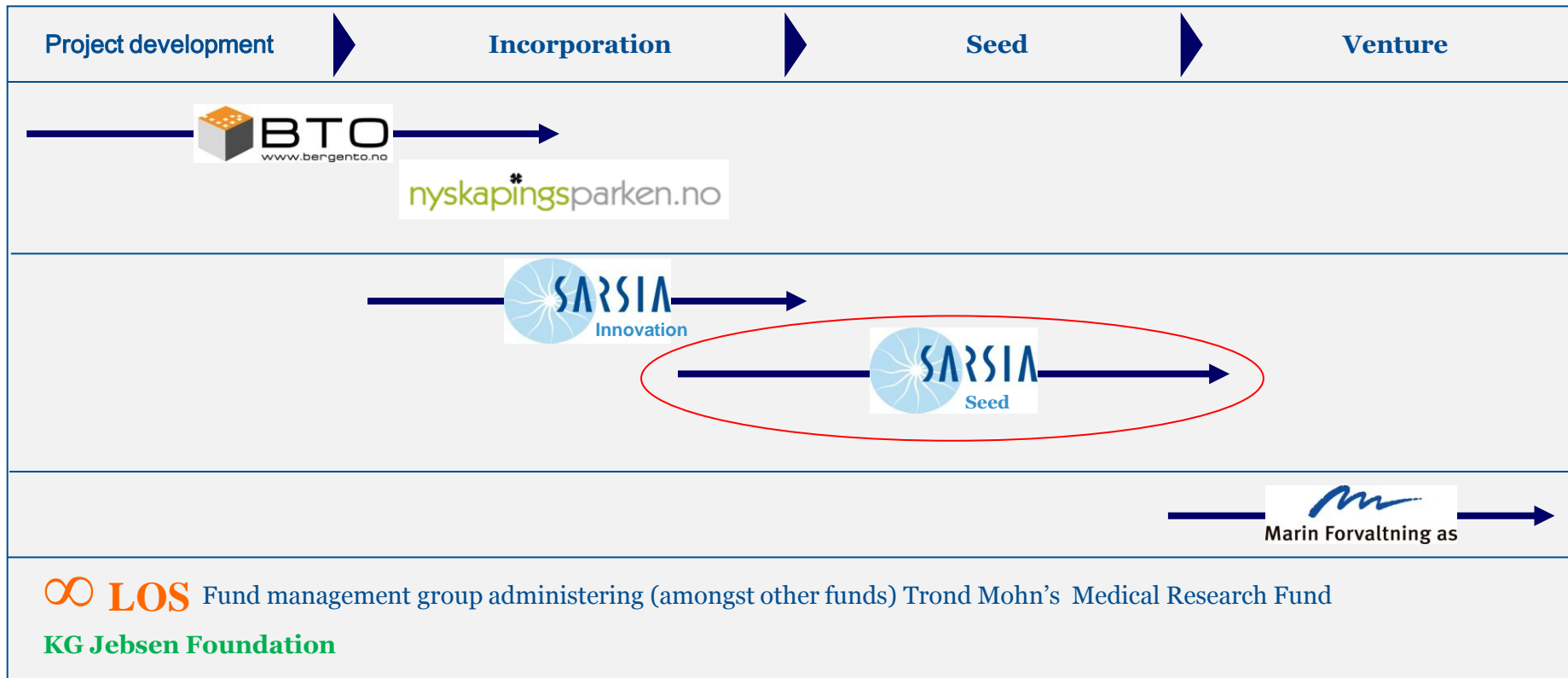
## Fields of Investment

- Energy/Cleantech
- Biotechnology/LifeSciences

## Investment Strategy

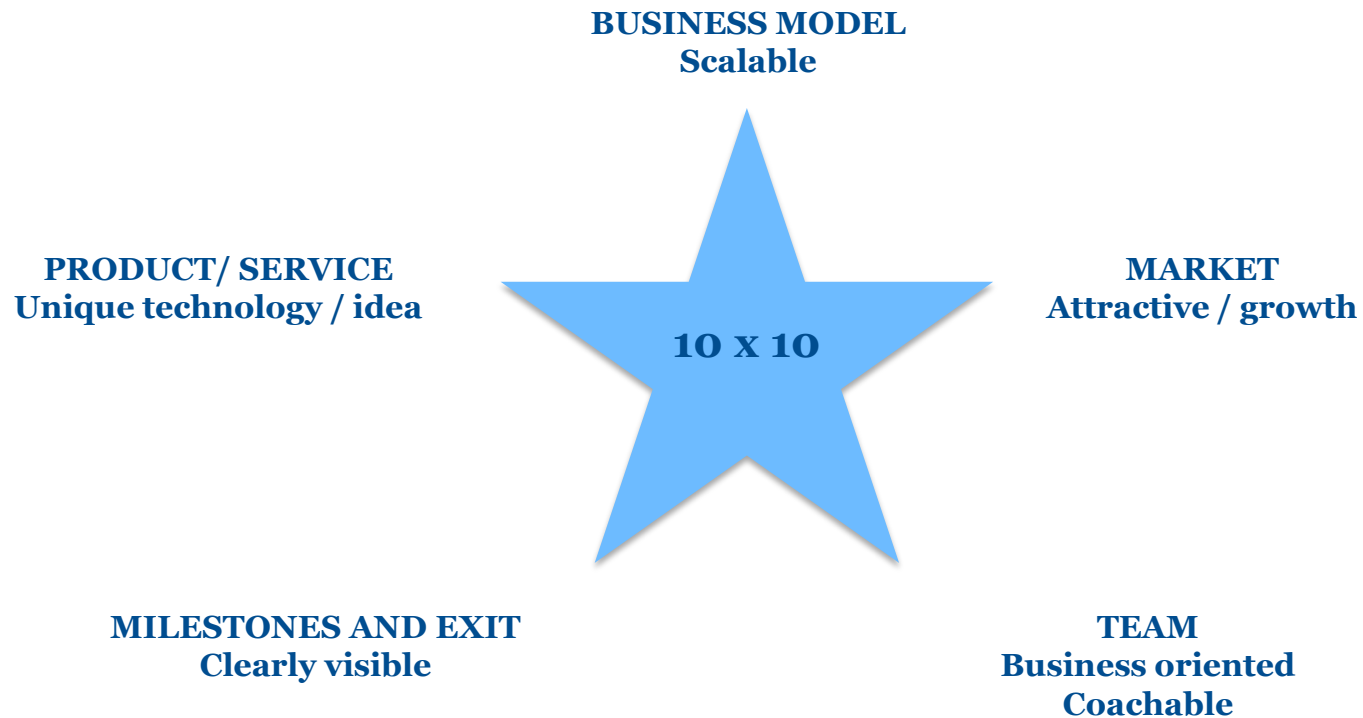
- Investment in 30 to 40 early-phase technology companies
- Hands-on approach to development of selected companies through active board membership (“active ownership”)
- Investment realization typically through trade sale or IPO

# Sarsia Seed part of a larger community in Bergen



- Active community operational for 10 years with approx 100 mEUR under management
- Sarsia Seed with capital base of 45 mEUR under management
- Main shareholders are Statoil, BKK, Sparebanken Vest, Sarsia Innovation, DnB NOR, UB Fund and local investors

# Investment Criteria



# Sarsia Seed Management



**Sveinung Hole, Managing Partner (MBA)**

More than 15 years experience as CEO, from top-management and board positions in Norway, Europe and USA (Nextra, Berlitz Inc., Telenor, Haukeland University Hospital). Experienced entrepreneur.



**Erlend Skagseth, Partner BioLife Sciences & Financial Control (MBA)**

More than 20 years experience from R&D, IPR, project and business development as manager and from board positions (Christian Michelsen Research, Sarsia Innovation).



**Jon Trygve Berg, Partner EnergiOljeGass & Investments (Siv.ing, M.Phil. MBA, Fin. Analyst)**

More than 15 years experience within oil/gas and technology development manager and from board positions (DetnorskeVeritas, GexCon, Petroleum Engineering & Consulting).



**Øivind Enger, Partner (Ph.D in microbiology)**

More than 13 years R&D experience from microbiology/ molecular biology. Focus on IPR and commercialization of research within biology, aquaculture, medicine and biotechnology.



**Farzaad Abdi-Dezfuli, Partner (Ph.D in Pharmacology)**

More than 7 years pre-clinical and clinical research and extensive experience from management and commercial development of pharmaceuticals.

- Broad and deep sector and business competence
- Part of national and international industry and financial network
- Part of larger local and professional PE community

## Active ownership with Sarsia

- Development of business concept and business plan
- Recruitment of management and key personnel
- Financing and applications for R&D funding
- Establish business systems and processes for execution of plans
- Establish best possible board composition for the different phases
- Search for industrial and financial partners
- Assistance in negotiations and contractual development
- Identify, develop and negotiate Exit possibilities

# Sarsia Seed Portfolio









**Energy / Cleantech**

 <p>WindFarm Design Tool</p>	 <p>Water cleaning based on flocculant</p>	 <p>2. Generation bioethanol based non-food feedstock</p>
 <p>Ballast water cleaning</p>	 <p>Radar technology</p>	

# Sarsia Seed Portfolio

Marine	 <p>Start-feed for fish and shellfish larvae</p>	 <p>Fish feed and feed-technology</p>
	 <p>Pain measurement</p>	 <p>Non-invasive assessment of tidal breathing</p>
Medtech / Diagnostics	 <p>DNA-sequencing technology</p>	 <p>Cancer screening management services</p>

# Sarsia Seed Portfolio

Bio/Pharma	 <p>avexxin fighting inflammation</p> <p>Anti-inflammatory agents</p>	 <p>BIOFORSKNING</p> <p>Anti-inflammatory agents <b>(SOLD)</b></p>	 <p>Hepmarin</p> <p>Heparin from marine raw materials</p>
	 <p>Vaccibody a novel generation of vaccines</p> <p>Prophylactic and therapeutic vaccines</p>	 <p>APIM Therapeutics</p> <p>Peptide-augmented chemotherapy</p>	 <p>BERGEN BIO</p> <p>RNAi assisted drug development</p>
	 <p>C10 PHARMA</p> <p>Antibiotic against resistant infections</p>	<p>Prophylix Pharma AS</p> <p>Prevention of post-natal mortality (NAIT)</p>	 <p>delanté PURE HEALTH</p> <p>Effervescent micro-encapsulated Omega-3</p>

# Sarsia Seed Management AS

## Sarsia Seed AS

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