



BIO PARTNERING

A REFRESHINGLY NEW APPROACH TO FUNDING

Investors and their advisors must be prepared that some investments could fail. Arterial is only available through professional advisers for HNW, sophisticated investors who genuinely understand and accept risk. Investors should only invest money they do not need access to, and which they can afford to lose. No investment may be entered into, neither in part nor in whole on the basis of this newsletter. This newsletter not an offer nor an invitation to subscribe. Arterial does not provide or imply investment advice.



Arterial Capital Management (ACM) is a Seychelles based venture capital business. Arterial was founded by a group of well-known individuals who came together in 2012, believing there was an opportunity for a refreshingly new approach to financing within the pharmaceutical, medtech and biotech sector.

A TEAM YOU CAN TRUST

We understand that for many of our biotech and medtech clients, their research will often represent a lifetime's work. For them it is essential that they have faith and trust in the Arterial team, not just access to money – albeit without funding those ideas cannot become reality. Conversely the founders of Arterial believe that it is the breadth and depth of expertise, and our approach of sharing in the success of a project that is unique.

When working with Arterial you have the confidence of dealing with a scientific team that has taken over one hundred drugs and medtech projects to market including a number of blockbusters, have and/or sit on WHO, FDA, MHRA, ICR and EICNHL committees / boards, obtained European CE Marks, and include European and US Government advisors, an advisory team that includes a UK Government advisor for Patent box and the former lead director of the UK Turnaround Management Association; An executive management team include former Heads and Partners of global firms and a fund-raising team who prior to co-founding Arterial had the proven track record of having raised over £3bn of investor funds. This is quite a pedigree by anyone's standards.

A REFRESHINGLY DIFFERENT APPROACH

Arterial differs from most investment firms as we require no traditional security in the form of mortgages, director or shareholder guarantees nor convertible loan stock. Instead we operate on a fair and transparent revenue sharing agreement, for which in return for funding 100% of the project costs, both parties share the ring-fenced project revenues.

INVESTMENT ALLOCATIONS

There has been a marked shift in investor attitudes since 2008, whereby investors were reluctant to commit monies to what might be a 5-10 year lifespan of an opaque investment fund, or to see their investment diluted across a widely diversified portfolio.

Advisors and their clients are increasingly seeking binary type outcomes whereby they can invest into a standalone project. Consequently Arterial took the bold and successful decision not to run a diversified portfolio fund. Instead we allocate pre-agreed investment allocations for each project from institutional trustees, private banks, family offices and multi-nationals seeking to make a particular investment in line with their Corporate and Social Responsibility policy.



INVESTMENT GUIDELINES

We will consider most life science projects from including medtech, wearable / remote monitoring technology and preclinical compounds through to and including phase 2b. We do not accept applications for nutritional based projects.

Our funding parameters are normally between £2-20m. In exceptional circumstances we will consider from £500,000 through to £30m.

A PROMPT DECISION

Arterial respond swiftly, with a yes / no typically given within two or three weeks, following which due diligence requests are made. The first tranche of funds is normally available for release within six to eight weeks of completed due diligence, thereby enabling the underlying business to concentrate on the development and commercialisation of their ideas, free of the constraints of financial worries.

The Arterial team are available 24/7 to help, guide and support the existing team through to a mutually rewarding outcome. If you feel you would like to discuss how Arterial might be able to help your business, then call or email us.

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