



LEBENDE ARZNEIMITTEL

DAS SÄCHSISCHE PRÄZISIONTHERAPIE-CLUSTER

SaxoCell Pipeline Talks

Pipelinetalk Funding, Financing and Value Creation

Part 4 – clinical development and scaling – Alexander Funkner

Dates

SaxoCell Pipeline Talks – Funding, Financing and Value Creation



30. April 2025 - 10 Uhr

Vorlaufforschung

Sindy Schug (Universität Leipzig)

11. Juni 2025 - 10 Uhr

Frühe Phase: Forschung und Präklinik

Ilka Henze (Fraunhofer IZI)

13. August 2025 - 10 Uhr

Späte Phase: Vorbereitung Ausgründung Kommerzialisierung & Markteintritt

Dorit Teichmann (TU Dresden)

24. September 2025 - 10 Uhr

Clinical Development & Scaling

Alexander Funkner (Fraunhofer IZI)

ACKNOWLEDGEMENT goes to:

Ingo Schroeter (econican) for input and structure

Stefanie Binder (SaxoCell) for design

Anmeldung
unter:



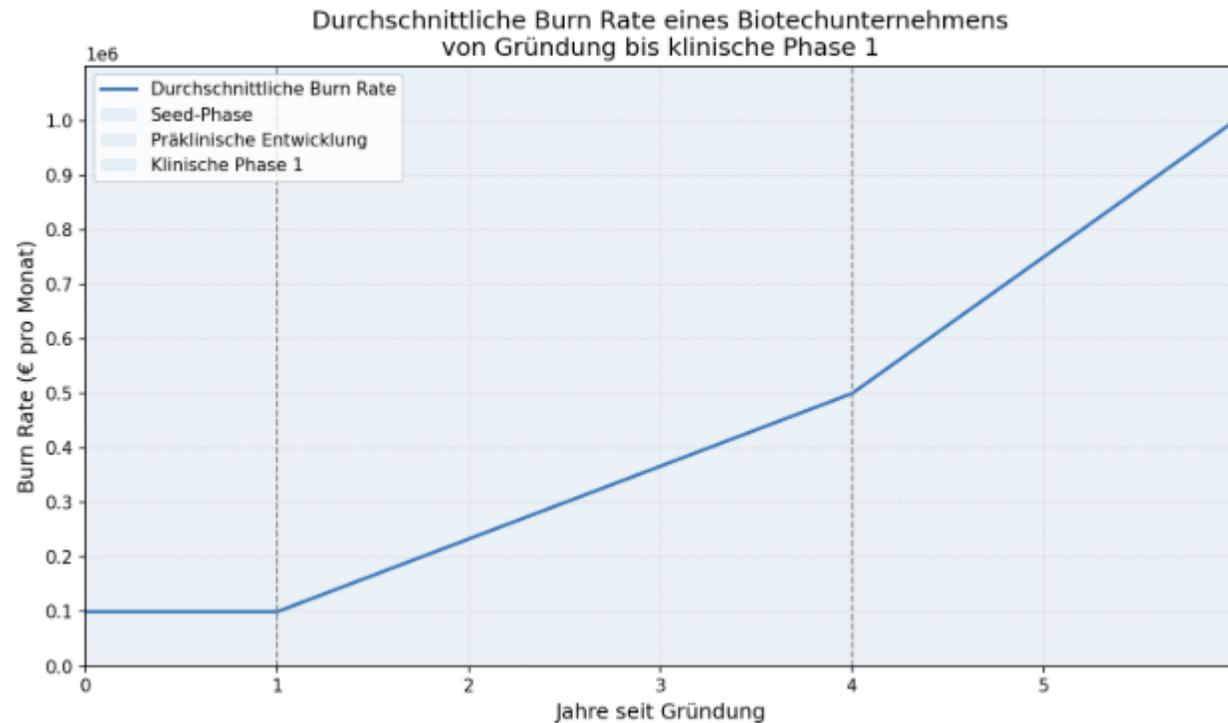
Clinical Development and Scaling

Financing opportunities for Start-Ups in a clinical stage



→ High funding need/ equity requirements AND long development cycles

Goal of presentation today: Overview over financing sources and possible strategies



Financing Rounds and Investment

Financing opportunities for Start-Ups in a clinical stage



No Equity

Financing opportunities for Start-Ups in a clinical stage

Non-equity funding

- Public Funding



- Bootstrapping



- Friends & Family



- Crowd-Funding



- Social Investors



Equity Funding

Financing opportunities for Start-Ups in a clinical stage

Eigenkapital:

- Business Angels
- Venture Builders
- Venture Capital
- Corporate VCs
- Public VCs
- Family Offices



Business Angels vs Venture Capital

Financing opportunities for Start-Ups in a clinical stage



Business Angel

Wealthy individual

Passionate about idea & the founder(s)

Usually only one-time investment

BA are chosen for early (pre-)seed financing



Pros:

- Almost no bureaucracy
- Invests own money
- Experienced and well connected individuals

Cons:

- Expected return of investment rate HIGH (ca. 20-25%)
- you might lose control over your venture (but depends)

Venture Capital

Few Partners raising large funds

Investing in start-ups with high risk BUT opportunity to massive growth

HIGH ROI expected

Value is created with EXIT or IPO

Investment period: 10-15 yrs

Usually build investor consortia



Pros:

- Offer know-how, network & money
- High investment amount possible
- Block funds for further investment

Cons:

- Want detailed planning for due diligence
- High equity share for cash
- High level of control
- High pressure on MS & profit

Equity Funding

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Loans

Financing opportunities for Start-Ups in a clinical stage

Loans:

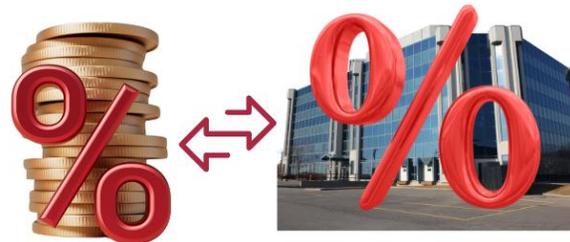
- Business Loans



- Short Term Loans



- Convertible Loans



TOP 50 Biotech VCs (July 2025)

Financing opportunities for Start-Ups in a clinical stage



43 – HTGF

12-16 – KFW, Boehringer Venture Fund, MIG Capital, NRW.Bank, Bayern Kapital

6-9 – b.value AG, Wellington Partners, IFB Innovationsstarter, TGFS, BioMedPartners, Techno Venture Management, Forbion Capital Partners, coparion, eCAPITAL,

5 and less – Creathor, bm-t, EMBL Ventures, BayBG, IBB Venture, bmp Venture, S-Venture Dortmund, BMFTR, GRAZIA Equity, better Ventures, Amino Collective, Seed Fonds Aachen, EIC Fund, CPT Capital, EQT Ventures, BlueYard Capital, LSP BioVentures, Brandenburg Kapital, Andera Partners, Cascara Ventures, Possible Ventures, OCCIDENT, Think.Health, Gilde Healthcare, Good Seed Ventures, Delivery Hero Ventures, TVM Capital, TechVision Fund, M Ventures, Lowercarbon Capital, Agronomics, UVC Partners, Taavet Hinrikus, SFO, Lima Ventures



<https://shizune.co/investors/biotech-investors-germany>

The PerioTrap-Story

PerioTrap
ORAL CARE

[Startseite](#) [Produkte](#) [Technologie](#) [ParoPortal](#)



The new care has

Die weltweit er
mit der revol
Technologie



Jetzt bei ApoZilla.de kaufen

Auch direkt in Ihrer Apotheke bestellbar

den gesamtgesundheitlichen Aspekt.«

— Pierre Tangermann

ARTIKEL HÖREN

TEILEN

KOMMENTARE



Die Gründer von PerioTrap Pharmaceuticals - von links: Dr. Mirko Buchholz und Pierre Tangermann
Bildrechte: Victoria Mallos

Longevity meint nichts anderes als Langlebigkeit und scheint für die Forschung an Parodontitis besonders interessant: Wer die Entzündung im Mund reduziert, könne gleichzeitig systemische Risiken verringern und gesünder altern.

MONEY MAKES THE WORLD GO ROUND!

