

CaVIDI

The New Gold Standard in HIV Diagnostics

Agenda

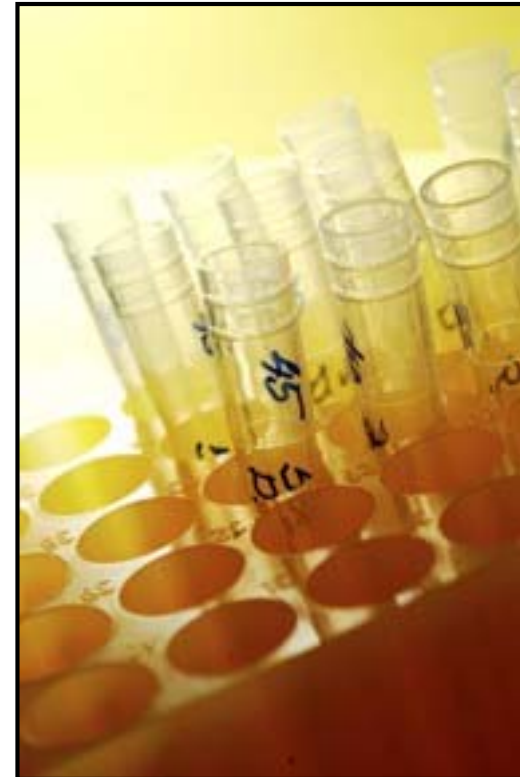
- Where is Cavidí and where are we going?
- How can you help?
- Applying for EIB financing lessons and advice
- Checklist for applicants
- Summary



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Cavidi

- Crossing the chasm – research success to commercial success
- Building a company
- Financing + product development



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How can you help CavidI?

- Become an investor in a growth sector!
- Contact us about synergies with your company
- Help us find a strategic partner – diagnostics distribution



Current share round:

- We are looking for \$5M additional share capital

The Cavidì EIB experience

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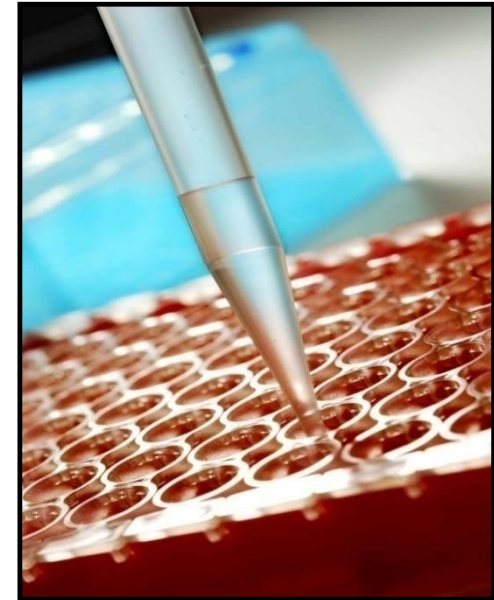
Applying for financing from EIB

Ensure you find the right finance facility - fit for purpose for your business (IDFF was perfect fit with our business)

Be prepared to put the effort in!

- engaged contact person
- allocate focused resources
- be prepared to insource DD
competence if not in house
- show professionalism

Provide access to competence when necessary – commercial, financial, legal, management and communication → confidence



Quick summary

- Ensure all communication goes through one contact within your organization
- Answer questions honestly, be open and transparent
- Have a well thought through and externally tested business case and plan detailing implementation and scale up
- Demonstrate proper corporate governance
- Show the capability to manage the company during scale-up
- Show proof of sustainability of the company
- Demonstrate the experience of the management team and key staff
- Show that you are a stable and structured company
- Demonstrate that the company has thought through its future development
- Be able to handle efficiently the normal tasks in a due diligence with access to documentation, contracts, financials, quality systems etc.

Checklist – recipe for success

- Engage and work hard
- Be open and answer questions quickly
- Structure your Due Diligence data room around the EIB standard Q&A format to ensure an efficient due diligence process and audit trail
- Have your business in order with business case and development plans
- Always remember you know your business best, but be humble



Thank You

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Good luck!

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