

THE GANESHA LAB PROGRAM 2022

Transforming science
into good business

the GANESHA lab



The Ganesha Lab is a Global Biotech Scale up for science and technology-based startups in Latam

We generate value to achieve the internationalization of Biotech startups.

We prepare entrepreneurs to navigate the competitive global markets and translate science into good business.

We create acceleration with a clear goal.

Nobody understands Biotech business like we do!

What are we looking for?

We are looking for early-stage biotech startups from Latin America with the potential and vision to generate global impact.

What industries are we looking for?

BioAgro
BioFood
BioMedicine
Animal Health

Consumer Health
Medical Devices
Pharmaceutical
Diagnostics

- Medical Devices
- Consumer Health
- Small molecules
- Biological molecules
- Prebiotics or probiotics
- Vaccines or immune modulators
- Robotic surgery
- Digital Therapeutics
- Antimicrobial use in food animals
- Animal welfare
- Alternative proteins

Life Science, BioMedicine,
Medical Devices, Animal Health

**Healthcare
Access**

**Aging Population /
Chronic diseases**

Diagnostics, Pharmaceuticals

BioAgro, BioFood

**Food Scarcity /
Sustainable production**

**Emerging
Threats**

Revolutionary technologies in
BioMedicine, Medical Devices,
Diagnostics, BioFood or BioAgro

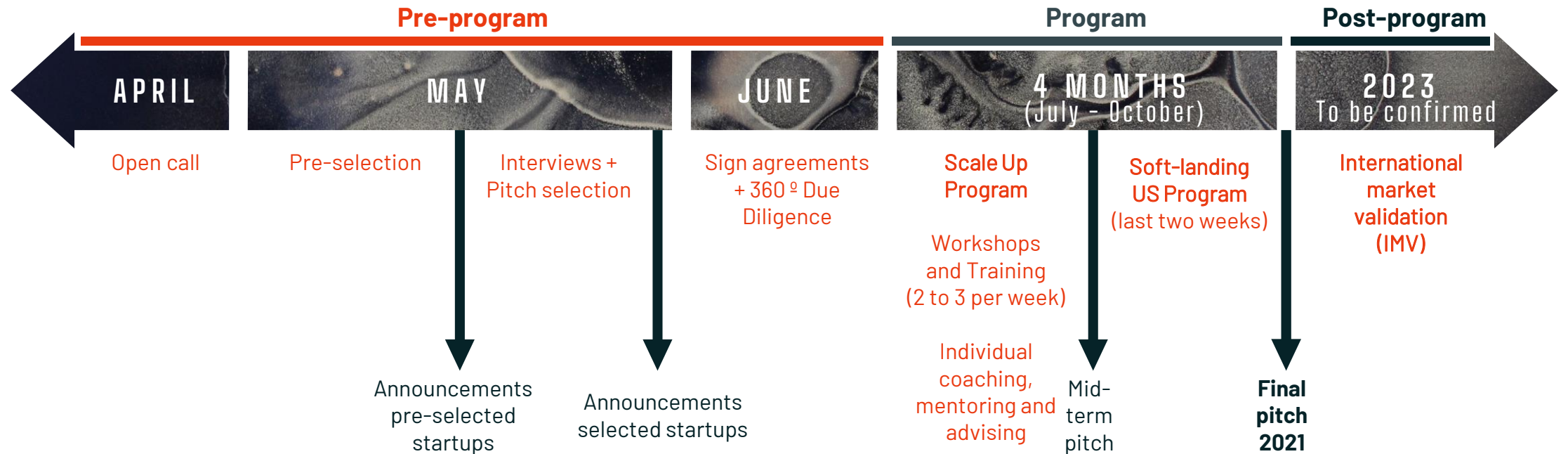
- Biologicals (pre/post Harvest)
- Biopesticides
- Biological seed treatment
- Plant Production
- Plant based Food
- Personalized Nutrition
- Nutritional supplements
- Food waste
- Sustainable food
- Natural Ingredients
- Alternative Proteins

- Cell Therapy
- Gene Therapy
- Tissue engineering and biomaterials
- Microbiome Intervention
- Treatment personalization
- Adjuvants & Biostimulants
- Organic Agriculture
- Others available

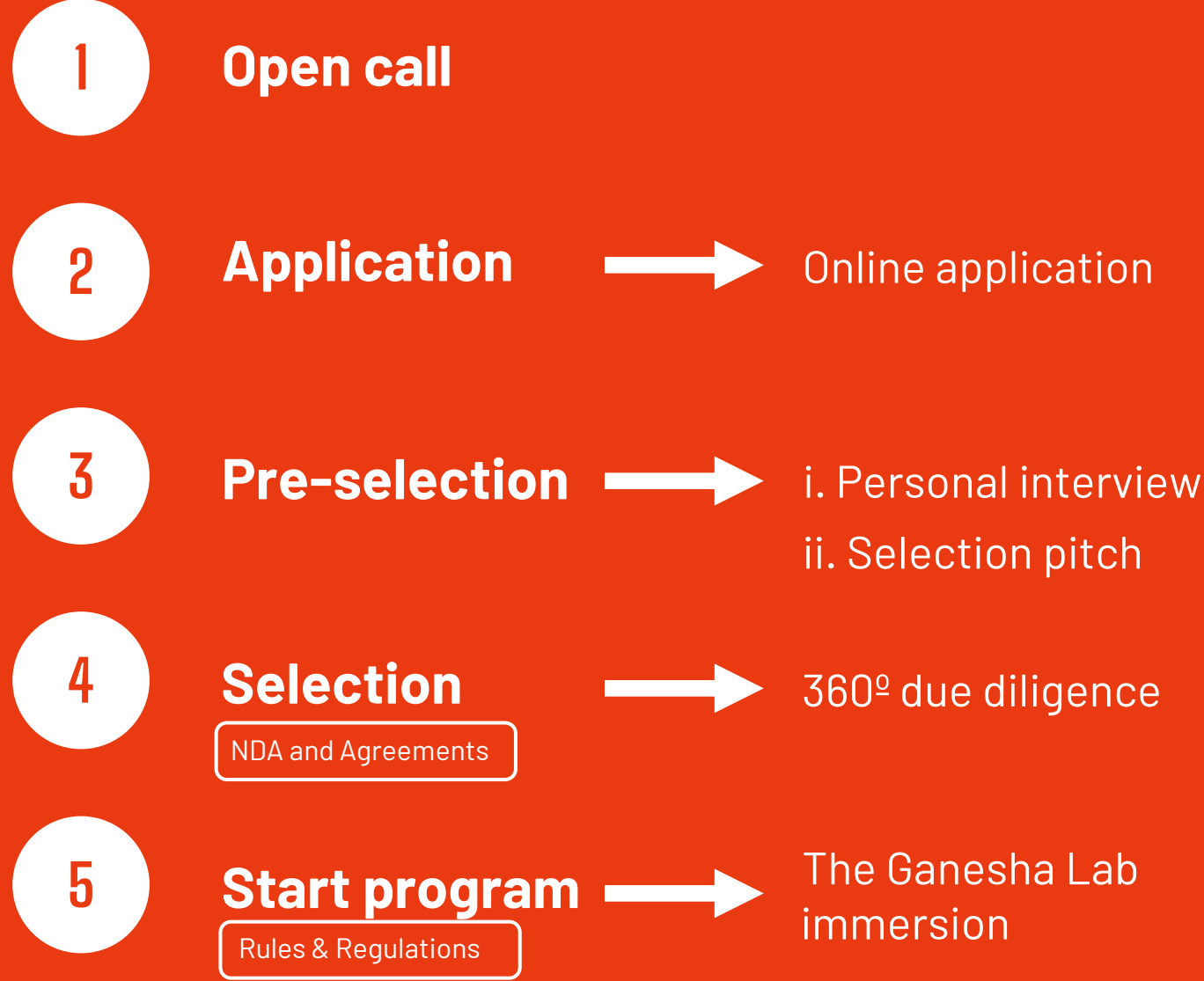
THE GANESHA LAB PARTNERS

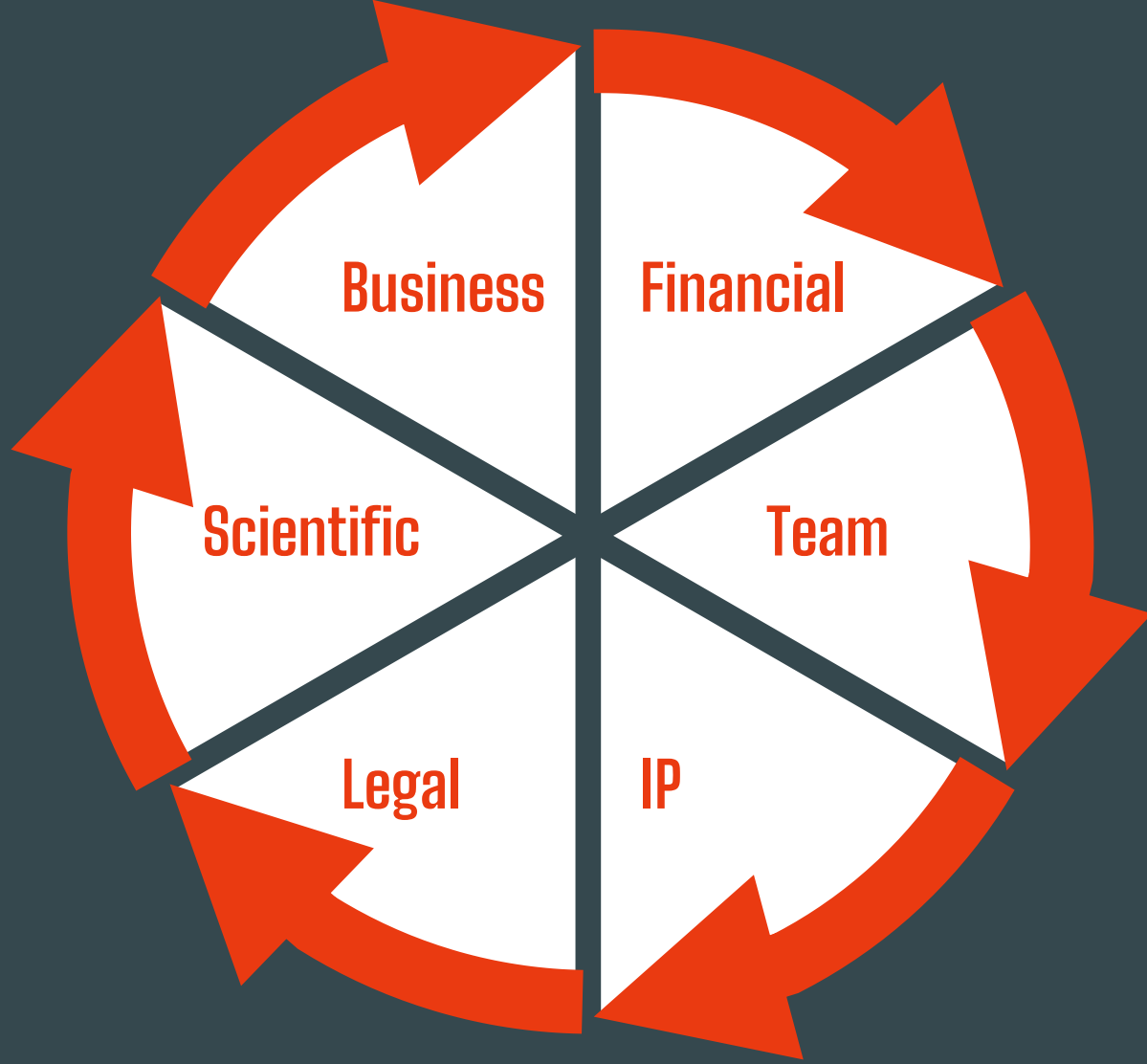


THE GANESHA LAB PROGRAM TIMELINE 2022



APPLICATION AND SELECTION PROCESS





360° DUE DILIGENCE

What to expect from The Ganesha Lab Academy

1

Workshops & int'l methodologies and tools for sustainable business development with focus in global markets.

2

Coaching & mentoring from int'l experts tailored in your business field plus mentorship with UC Davis VC and J&J experts.

3

Validation and access to international markets through customized Soft-landing.

What to expect from The Ganesha Lab Academy

Module 1	Module 2	Module 3	Module 4	Module 5
Business Baseline <p>What does a biotech startup need to be successful? An excellent team with well-established goals based on a business model adjusted to biotechnology, the recipe for an unattainable startup!</p>	Clients & Market <p>Do you know your market better than anybody else? Have you engaged with your future customers? Knowing the market and empathizing with customers' pain is the key to launching a startup with meaning and with the power to communicate successfully.</p>	Global success and scale <p>Scaling-up in biotechnology requires knowing perfectly what the specific requirements are in each industry/region and how that impacts the business model. Turning the knobs in the right direction will enable creating the global impact you envision.</p>	Investors and Capital Raise <p>What makes capital raising so stressful? Not clearly understanding what investors really want to hear, what they are looking for and what they expect. The investment world is a culture that has codes, understanding these concepts in depth will make the journey much more effective.</p>	Soft-landing US <p>Internationalization is essential so that biotechnology startups, which require large initial investments and longer times to Market, can impact the world with their solutions and sustain themselves over time. As a first step, welcome to the US!</p>

WORKSHOPS AND TRAININGS

INTERNATIONAL
CULTURE

BUSINESS
INTELLIGENCE

TECHNICAL
CONSOLIDATION

FINANCIAL
MAPPING

CLIENTS

INTELLECTUAL
PROPERTY

INVESTORS AND
CAPITAL RAISE

MARKET
MAPPING

REGULATORY
AFFAIRS

TEAM DEVELOPMENT

THE GANESHA LAB MENTORS



Claudio Castro

Pharma CEO & CFO
Startup Mentor



Markus Schreyer

Investment and
Business Strategy



Luis Cuezco

Business Modeling
Startup Mentor



Gregory Mannix

Life science Investor
Startup Mentor



Andrés Jara

Legal Advice and
DD Secretary of the Board



Mike Lemcke

International Soft-landing
Startup Mentor



Jane Chambers

Communication
Startup Mentor



Rodrigo Martínez

Market, Customer, Team
Startup Mentor



Martin Schäfer

Operations/ Scale-up
Startup Mentor

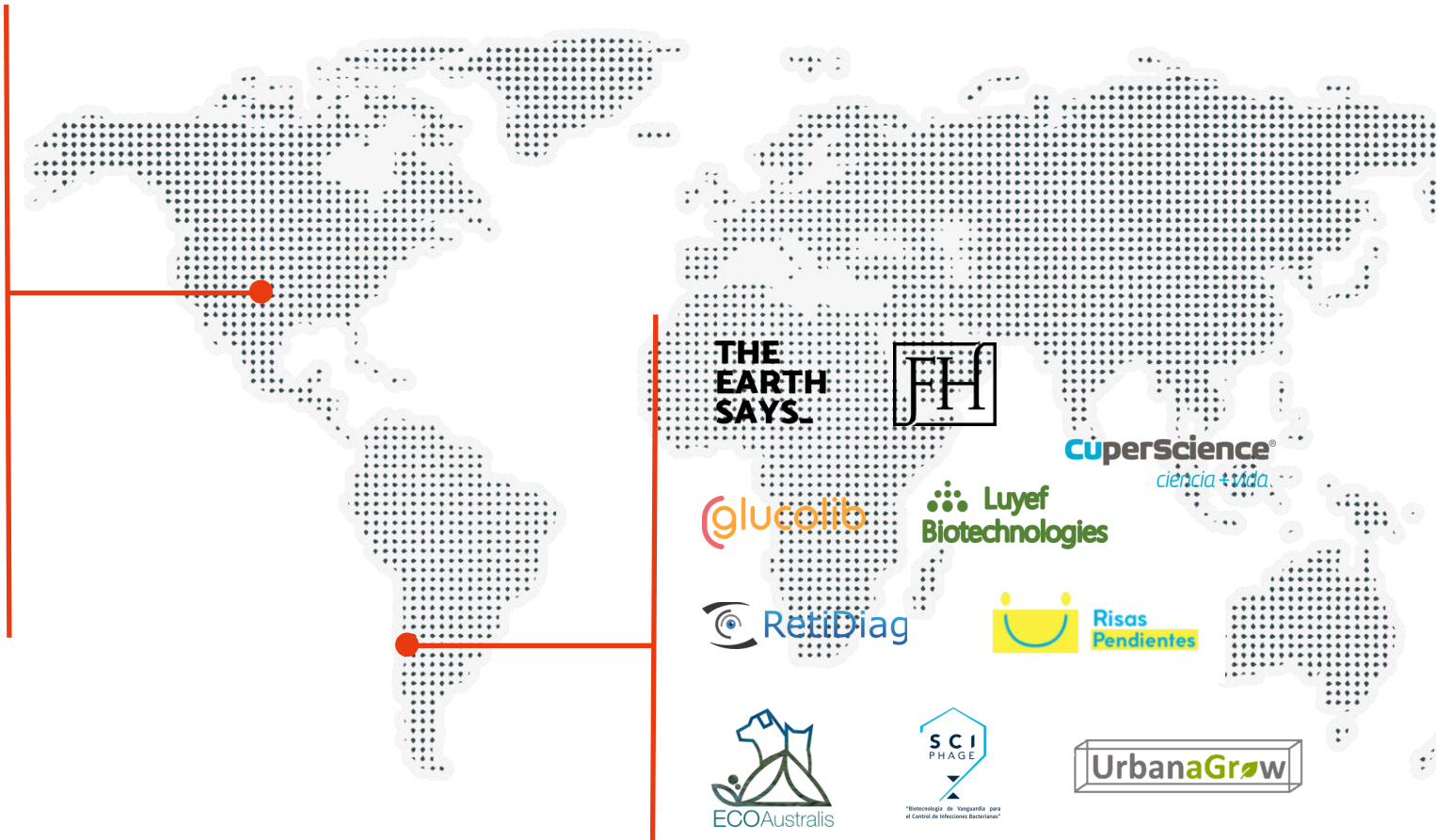


Juan Carlos Muñoz

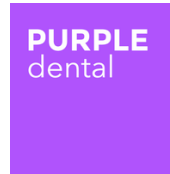
Investor Strategy
Director of the Board

INTERNATIONAL MARKET VALIDATION (IMV)

For the two startups with the greatest international potential of the generation



THE GANESHA LAB PORTFOLIO



NEUROGNOS



SOLEIT



MEDX



THE EARTH SAYS.



THE GANESHA LAB LIFE CYCLE

The Ganesha Lab
immersion

Future Rounds,
Soft-landing and Exit



4 months
July - Oct. 2022

October 2022

The next 3 years
"Until 2025"

THE GANESHA LAB LIFE CYCLE

The Ganesha Lab immersion



Solid Due Diligence 360°

20+ Workshops

10+hrs Mentoring and Coaching

Soft-landing US Program

Biotech Investor events and Network

Access to international partners



Graduation Ceremony

Future Rounds, Soft-landing and Exit



Advisory Boards creation

Community, global network and international partners.

Investment Strategy, Pitch preparation and Investor Marketing.

International Investors Conference and Biotech Events.

International markets through customized Soft- landing.



BOARD OF DIRECTORS



Juan Carlos Muñoz
President of the Board
Investment Advisor & Investor



Alejandra Pérez
Director of the Board
Chile Capital Advisor & Investor



Markus Schreyer
Director of the Board
CEO & Founder



Pablo Zamora
Director of the Board
Scientific Advisor & Investor



Marta Ortega Valle
Director of the Board
Strategic Advisor International



Catalina Fernández
Program Manager



Markus Schreyer
CEO & Founder



Diego Belmar
Portfolio Manager



Mónica López
Operations Manager

THE TEAM



Transforming science
into good business

the GANESHA **BR**

the GANESHA lab

Global Biotech Scale-Up

www.theganeshalab.com