

Basics of Investment & Capital for Life Science Startups

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Training camp description

Basics of Investment & Capital helps early-stage Life Science and health tech startups understand investor expectations and prepare for funding. The training camp covers investor readiness, how investors evaluate Life Science opportunities (due diligence), strategic networking, and the role of ESG, EU taxonomy and non-dilutive funding.

Key takeaways from the training camp

Build a strong and investable case – Investors respond to companies that can clearly explain the problem, the solution, why it matters now, and how the business can create value over time. A strong case combines science with evidence of market need, stakeholder insight and willingness to pay. In Life Science, it matters who uses, influences, decides and pays. The goal is not to say everything, but to create confidence and earn the next conversation.

Show how you reduce risk and create value – Investors look for teams that understand the main risks: technical, clinical, regulatory, commercial and financial. What matters is not having zero risk but showing a realistic plan to reduce it step by step. Capital should move the company toward value-creating milestones, such as stronger data, regulatory progress, pilot results, or commercial proof points.

Think strategically about funding – Investor outreach, grants, partnerships and conferences should be part of one broader financing strategy. Funding is not only about raising money now, but about building the right relationships and preparing the company for future rounds. The right connections often need to be built before the company is actively fundraising.

Best practices

Create a clear narrative and stakeholder map – Write a short version of your story in plain language: problem, solution, target customer, proof, next milestone and funding need. Test it on people outside your field and refine it until it is easy to follow. At the same time, make a one-page overview of user, buyer, payer, decision-maker and key influencers in your first target market. Use it to sharpen your value proposition and evidence plan.

Prepare for investor dialogue early – Build a basic due diligence folder with key documents in a structured format: company documents, cap table, IP, contracts, financials, data and regulatory material. Update it regularly so you are ready when interest comes. Make a shortlist of relevant investors based on stage, sector, geography and portfolio, and before each meeting define what you want to learn, not only what you want to say.

Use funding activities with purpose – Prioritize grants and events that match your stage and goals. Use meetings, applications and conferences not only to seek capital, but also to gather insight, test assumptions, and build relationships. After each activity, note what you learned and turn it into clear next actions for the company.