

Building techbio venture in 2024

Personal/satire



Not a guide

friend



friend

now

no, I think you were vulnerable. there's a difference.



Avi  @AviSchiffmann · 7h
introducing friend. not imaginary.

order now at friend.com



 1.6K

 3.5K

 5.2K

 3.3M

Avi raised 2.5 Million USD



Avi @AviSchiffmann · 7h
introducing friend. not imaginary.

order now at friend.com



1.6K 3.5K 5.2K 3.3M



dos.eth @enspiration_eth · 7h
how much did that domain tun you? it's sweet 🍯

2 41 38K



Avi
@AviSchiffmann

1.8 million

9:17 AM · Jul 30, 2024 · **58.8K** Views

11 peer-reviews publications

36 patents

3 companies (Robotics, AI, Biotech)

EU investigator (EIC & Horizon) in
6 projects

4 Million \$ PE / 17 Million \$ PF
(TEKES, BF, EIC Pathfinder, DIH, INFRA,
MSCA)



Minor shareholdings





Building ventures



Idea



Plan



Team



Why



Proof



Patience



Persistence



Competence

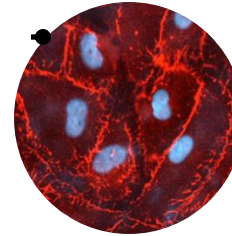
Drug-discovery



Idea

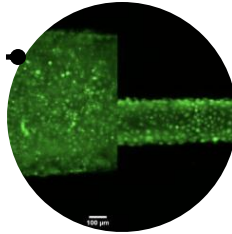
Epithelial Barriers-on-Chip

- Multilayered Tissues with Vasculature
- Skin-on-Chip, Gut-on-Chip, Lung-on-Chip



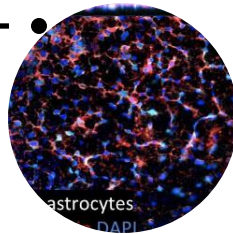
Vasculature-on-Chip

- Lung Epithelia and Olfactory Mucosa Models
- COVID19 infection and trafficking



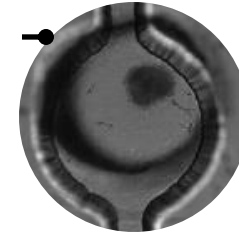
Blood-Brain-Barrier, BBB-on-Chip

- Permeation and Cytotoxicity
- BBB leakage and Disease Modelling



Organoids-on-Chip

- Multiorgan Organoids
- Drug Screening



Drug-discovery without animals

Human organ-on-chips



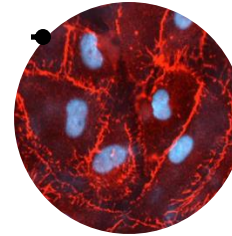
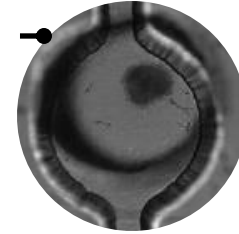
Proof

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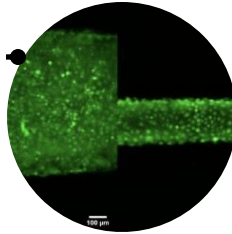
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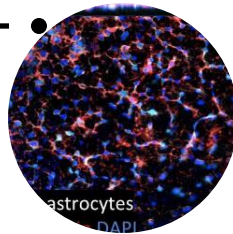
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Patience

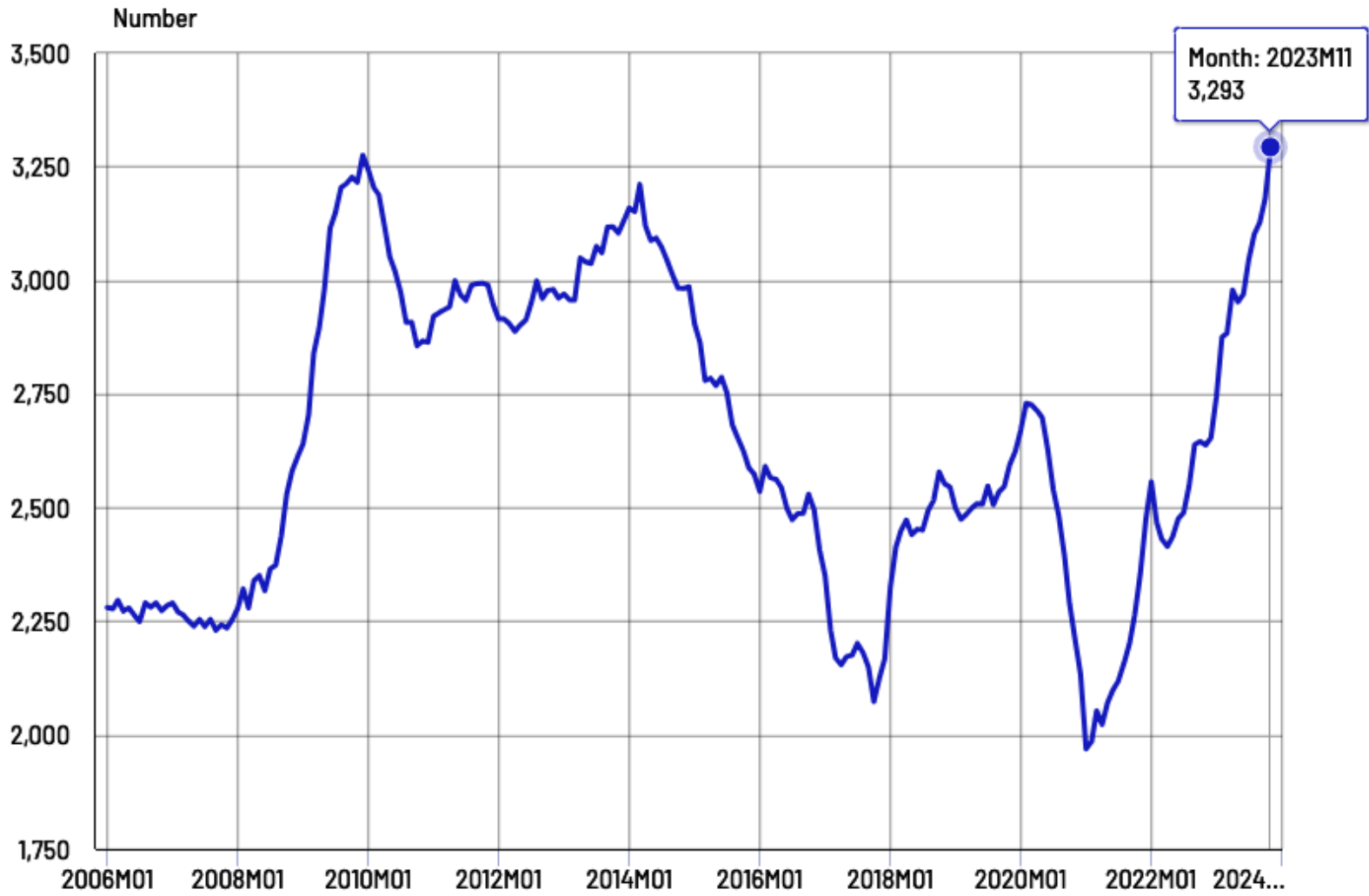
Idea ≠ Innovation ≠ Product ≠ Company

Patient investors

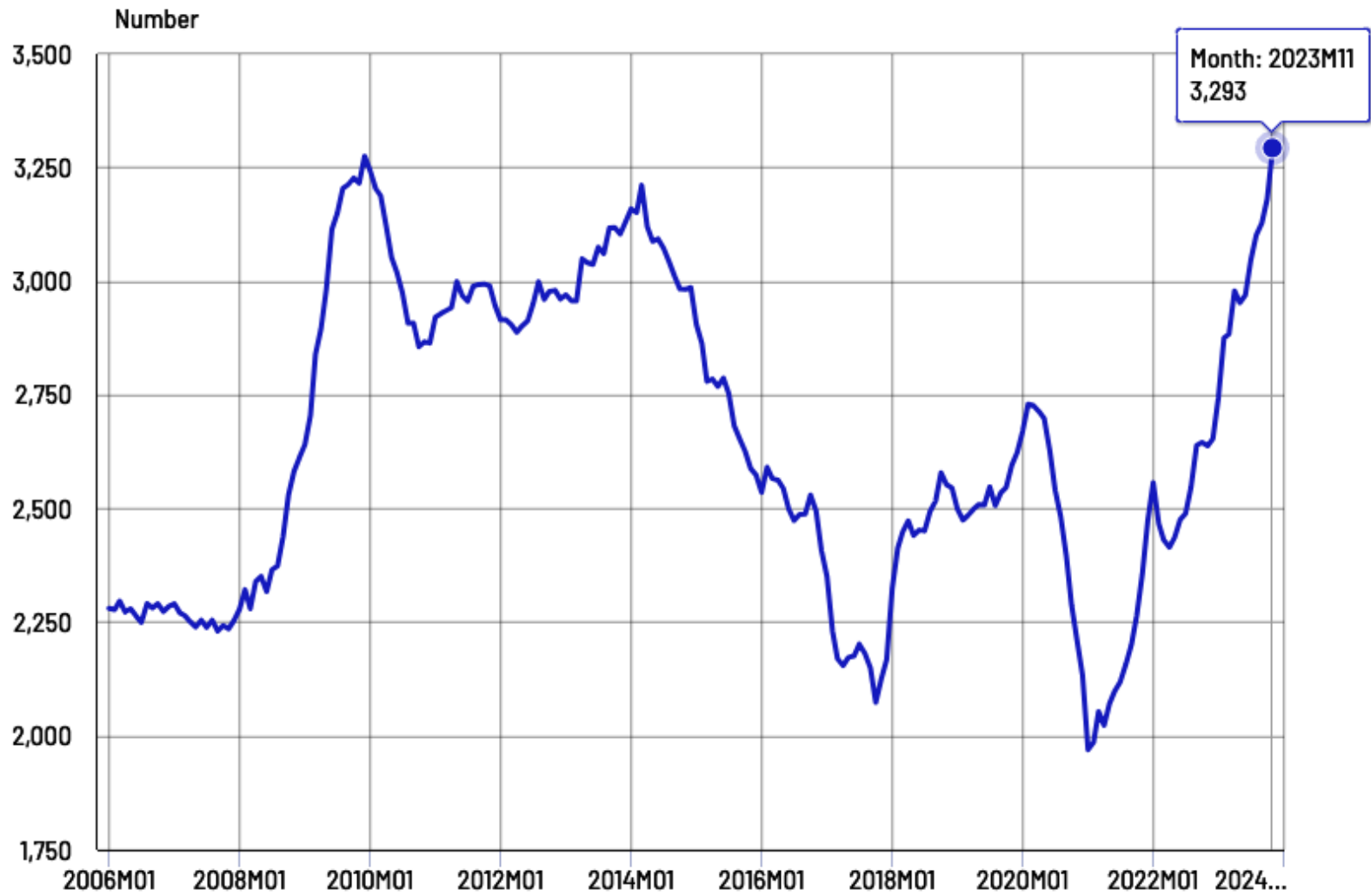
Patient customers



Persistence



Bankruptcies instigated, number of enterprises, moving annual total



Source: Statistics Finland, bankruptcies and business restructuring proceedings



Competence

Mentors, Advisors &
Incubators – dime a
dozen

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Students

450+

PhD teams

60+

Universities

£87m

Raised

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Total Valuation

\$24M+

Raised On Average

165

Companies Valued At Over \$100M

18

Companies Valued At Over \$1B

75

Tenured Stanford Professors

1600+

Founders



illumina for Startups

Catalyzing Breakthrough Genomics Startups

Apply Now

74

Startups Launched

\$1B+

VC Funding Secured

93%

Startups Raised Capital

47%

Female Founders

5

Global Locations



Why



What

Top Underfunded Opportunities

	U.S. Market Size	Dollars Invested	Opportunity Ratio	Macro Tailwinds
<u>Paper Industry</u>	\$77B	\$5M	15,400	Synthetic biology engineered pulp, solar power, robotics for material handling
<u>Plastics and Rubber</u>	\$303B	\$58M	5,210	Synbio tooling, directed evolution for enzyme discovery
<u>Housing Construction</u>	\$718B	\$390M	1,840	Software to manage manufacturing in factories, 3D-printed concrete
<u>Chemical Products</u>	\$992B	\$680M	1,450	Synbio tooling, directed evolution for enzyme discovery
<u>Education</u>	\$1.2T	\$1.1B	1,090	LLMs, Gen-AI, emotionally intelligent AI

Worst Places to Build

	U.S. Market Size	Dollars Invested	Opportunity Ratio	Macro Tailwinds
SaaS	\$314B	\$5.7B	55	Gen AI
Marketing software	\$37B	\$1.6B	23	Gen AI for data labeling, message composition, and dev tools
Low code tools	\$25B	\$800M	31	Gen AI for data labeling and dev tools

50Y Progress Index

A Treasure Map for Founders





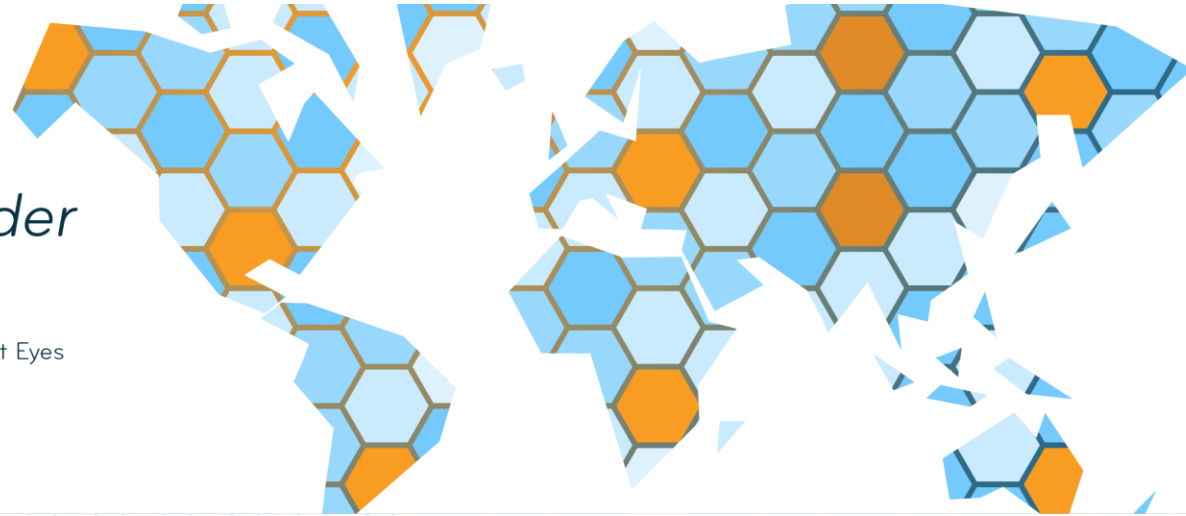
Love Finland / Tough love



Love Finland / Tough love

Expats Insider 2024

The World Through Expat Eyes



Finland

OVERALL RANKING
51st
OUT OF 53

Quality of Life



26th out of 53

- 21 Travel & Transit
- 8 Environment & Climate
- 50 Leisure Options
- 38 Healthcare
- 17 Safety & Security

Working Abroad



46th out of 53

- 53 Career Prospects
- 39 Salary & Job Security
- 31 Work & Leisure
- 27 Work Culture & Satisfaction

Expat Essentials



33rd out of 53

- 6 Digital Life
- 19 Admin Topics
- 31 Housing
- 48 Language

Ease of Settling In



50th out of 53

- 48 Local Friendliness
- 52 Finding Friends
- 51 Culture & Welcome

Personal Finance

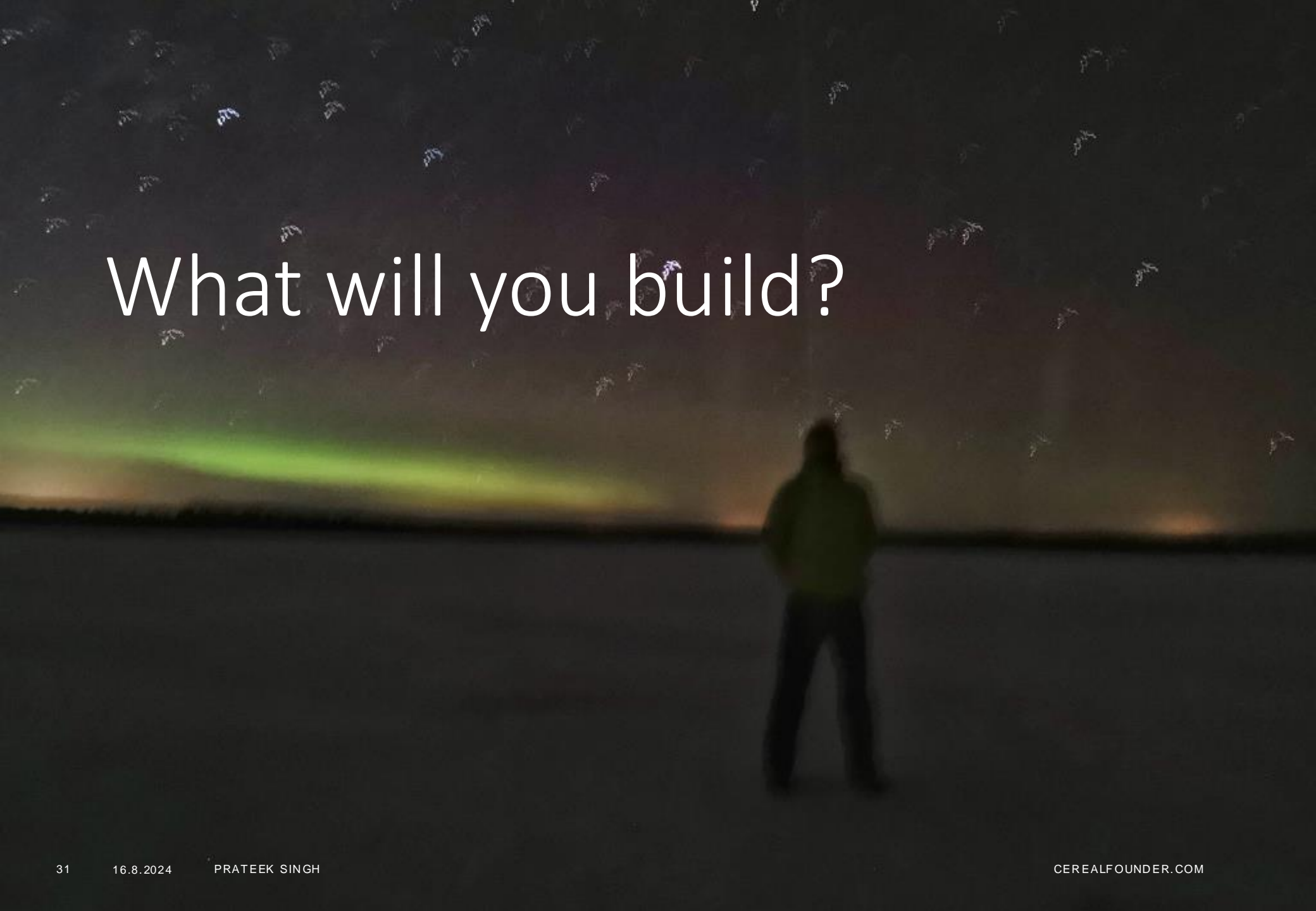


52nd out of 53

GENERAL HAPPINESS
52nd
OUT OF 53

How do we fix this? Do we have to?



A person is standing on a beach at night, looking out at the ocean. The sky is dark, and a bright green aurora borealis is visible in the distance. The person is silhouetted against the light from the aurora.

What will you build?