

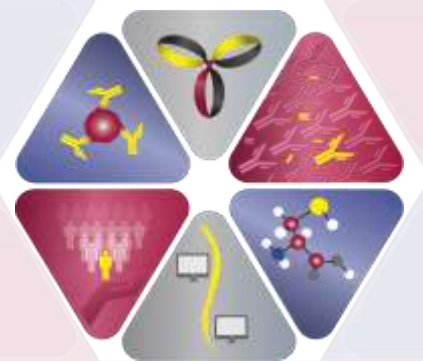
INNOVATION POLICY AND PRACTICE

Financing Growth through Innovation in the West Midlands

14th June
09.00am - 11.00am



Charles de Rohan NED, former CEO



Protein diagnostics.
Smart solutions.

Committed to improving patient lives worldwide through education, collaboration and innovation.



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“The greatest need we have today in the human cancer problem, except for a universal cure, is a method of detecting cancer before there are any clinical signs of symptoms”

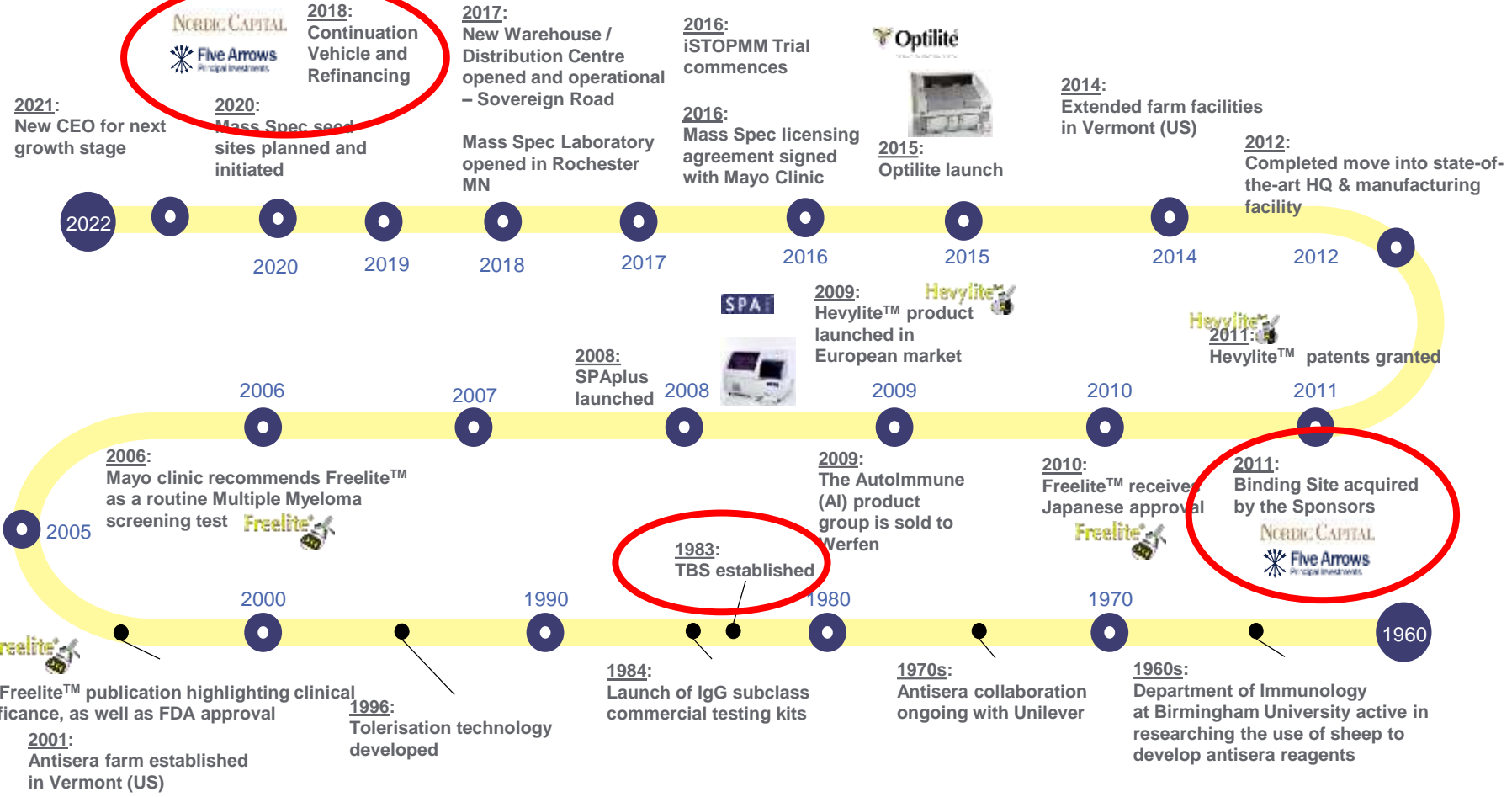
– Sidney Farber (1962)

Our Beginnings, Birmingham Medical School

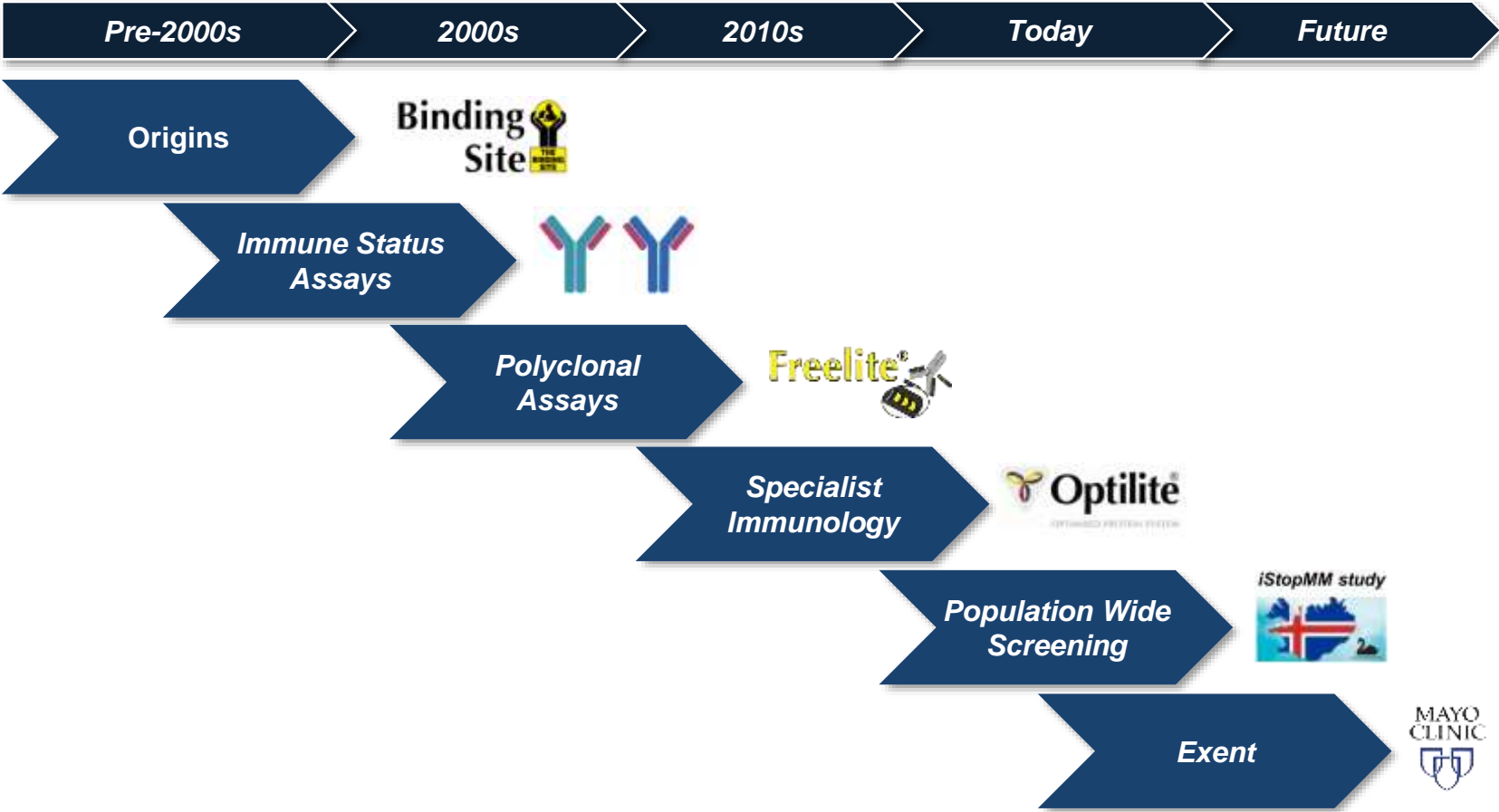


The Binding Site journey

- Established brand and strong track record of innovating and successfully bringing its innovations to market



Culture of innovation driving entry into new addressable markets



Proven, long term track record of organic growth

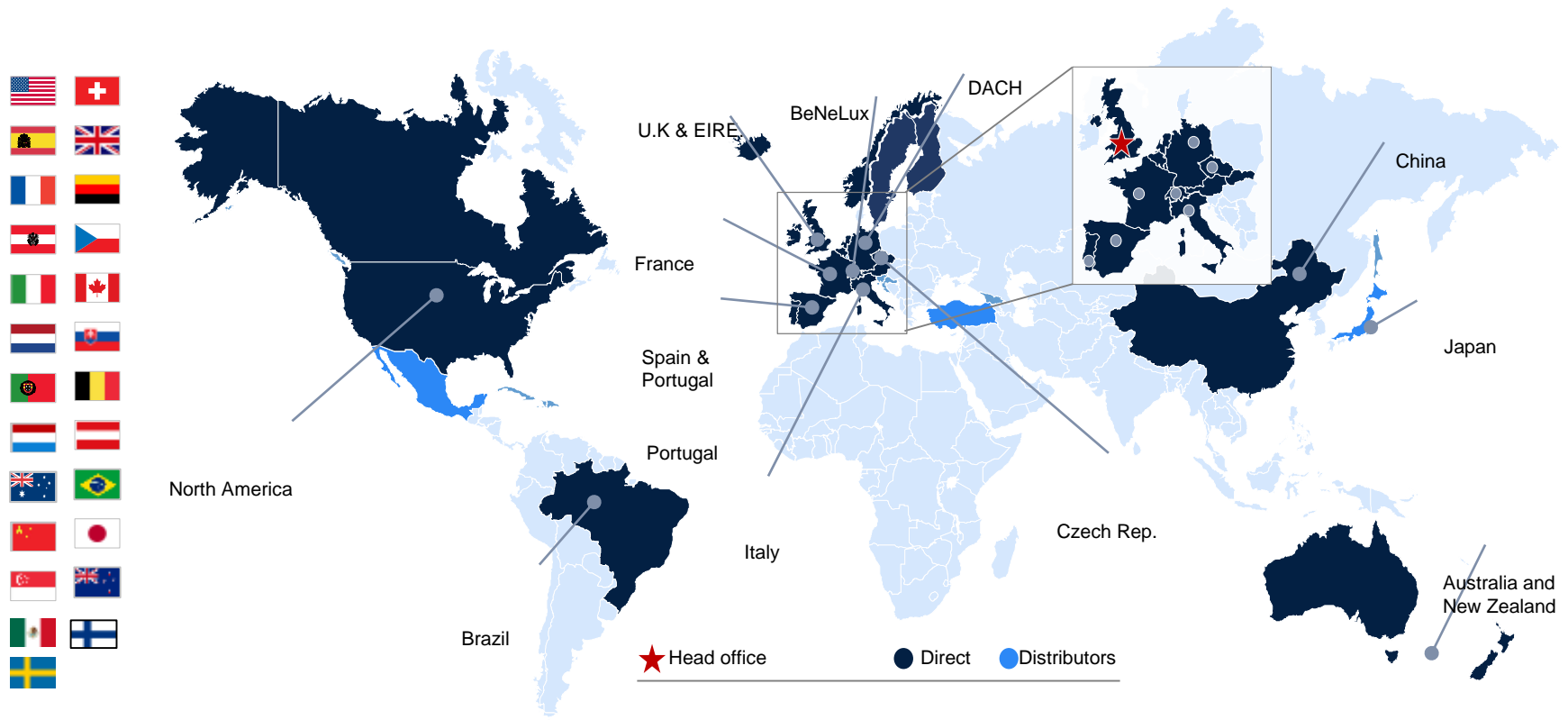


Validated growth platform, with.....

.....Material growth ahead

We have established a global footprint and distribution capabilities

Direct presence in over 20 countries, generating more than 90% of revenues



Funding

- Early days: Bank debt secured on assets
- Cash generation through controlled sales expansion
- 2011: Release of Founder/Investors' Capital through Private Equity investment, supported by bank leverage
- 2018: Fund extension (together with secondary fund investors), Ratings Agencies (S&P, Moody's & Fitch) and subsequent Syndicated Loan



TBS hosted the launch of the Business Growth Fund in 2011

