



AUSTRALIA BIOTECH INVEST & PARTNERING 2018

Connecting capital with innovation

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Sofitel Melbourne on Collins
ausbiotechinvestment.com.au

#AusBioInv



Company profile



Jay-Nik Pty Ltd is an Australian company developed by George Poulos and Clare Brown, two Paramedics who recognised an ongoing problem with **intravenous medication labelling and identification**. Their solution to medication labelling will arguably be the simplest and safest way to identify an intravenous medication. Jay-Nik's **patented design** is compatible with the shapes and sizes of syringes currently used worldwide in hospitals' **ambulance services, A&E wards, or field-**

based defence units.

Our strategy is to **sell out Jay-Nik's IP** as soon as its underlying Value Dossier is completed, i.e. within **12-18 months**; we need to **raise \$400k** to get there.

In addition to a **well identified exit path**, our valuation indicates highly **attractive investment multiples**.

Speaker profile



Pierre Nathie, Chief Executive Officer, Jay-Nik Pty Ltd

Pierre's (MSc, MBA) 25-year career is focused on bringing Medtech and Biotech innovations to the global markets.

Before relocating in Australia he had operated in a pan-European capacity for both the Medical and Diagnostic divisions of Becton Dickinson, a Fortune 500 company. In Australia he has led the Business Development activities of Universal Biosensors a ASX-200 company.

In these positions, he had facilitated five go-to-market cycles, from the initial product concept up to the "ready to launch" stage, including business plans, due diligence processes, financial reporting processes and recruitment of the operational teams and distributors across various countries in Europe, China and in the USA.

Pierre is also the Principal Consultant of Med2Mark, an Australia- and USA-based consulting practice focused on facilitating the global market access of Healthtech innovations.

Pierre has a MSc in Biotechnology, a BSc in Econometrics and a MBA from HEC Paris. He is also a member of the Australian Institute of Company Directors