

The health revolution begins here...

FrissOn Capital has access to more than 500 startups in a sector that is being disrupted with no specialized investors or support systems

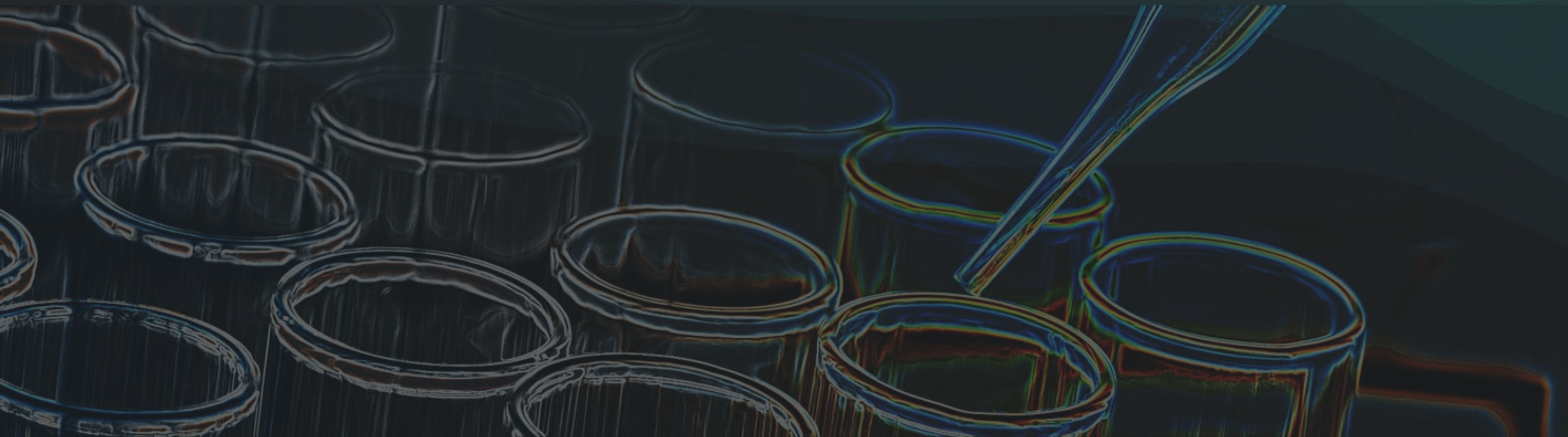
Join us to invest in the future of healthcare and bring ground-breaking innovations to the world

Introduction

FrissOn Capital introduces the Exponential Health Fund (x^HF), a \$20M pre-seed and seed fund committed to advancing health, wellness, and life sciences innovation across the Americas.



- x^HF is designed to support early-stage health tech startups, bridging gaps in capital and resources.
- x^HF provides access to business accelerators, readiness programs, mentorship, and strategic partnerships.
- x^HF aims to scale impactful solutions globally, backed by FrissOn's extensive network of stakeholders in research, healthcare, and investment.



The Need/Significance

The health sector is rapidly evolving through the efforts of startups using AI, biotechnology, and advanced medical devices to address major healthcare challenges.

Despite this progress, early-stage health tech companies face a significant funding gap, particularly at pre-seed and seed stages, limiting their ability to develop, validate, and scale.



The Need/Significance

While health tech funding has increased substantially in recent years—e.g., a 4,700% increase in Latin America from 2015-2021—the majority of investments remain focused on later stages.

FrissOn Capital's monitoring reveals that over 500 health tech startups and 250 support organizations struggle due to limited early-stage funding, impacting the region's potential to improve care access, reduce costs, and tackle public health disparities.



The Need/Significance

Latin America's healthcare inequities highlight the urgent need for scalable health tech solutions.

The Exponential Health Fund (x^HF) addresses this critical gap with focused pre-seed investment, strategic mentorship, and industry connections, aiming to foster sustainable, globally-relevant solutions to transform healthcare systems, enhancing patient outcomes and lowering costs.

Objectives

The Exponential Health Fund (x^HF) is a \$20 million venture fund aiming to invest in over 40 early-stage health tech startups, providing both capital and essential support for scaling groundbreaking health innovations.

Investment Focus

Targets startups using advanced tech like AI and biotechnology to tackle healthcare challenges. x^HF plans \$150K to \$200K in initial investments, with follow-on funds for top-performing startups.

Impact Goal

Emphasizes driving healthcare improvements, particularly for underserved communities, by supporting innovations that reduce costs and improve patient outcomes.

Global Expansion

Aims to help portfolio companies enter U.S. and Canadian markets with strategic guidance and access to networks, enhancing their global impact.

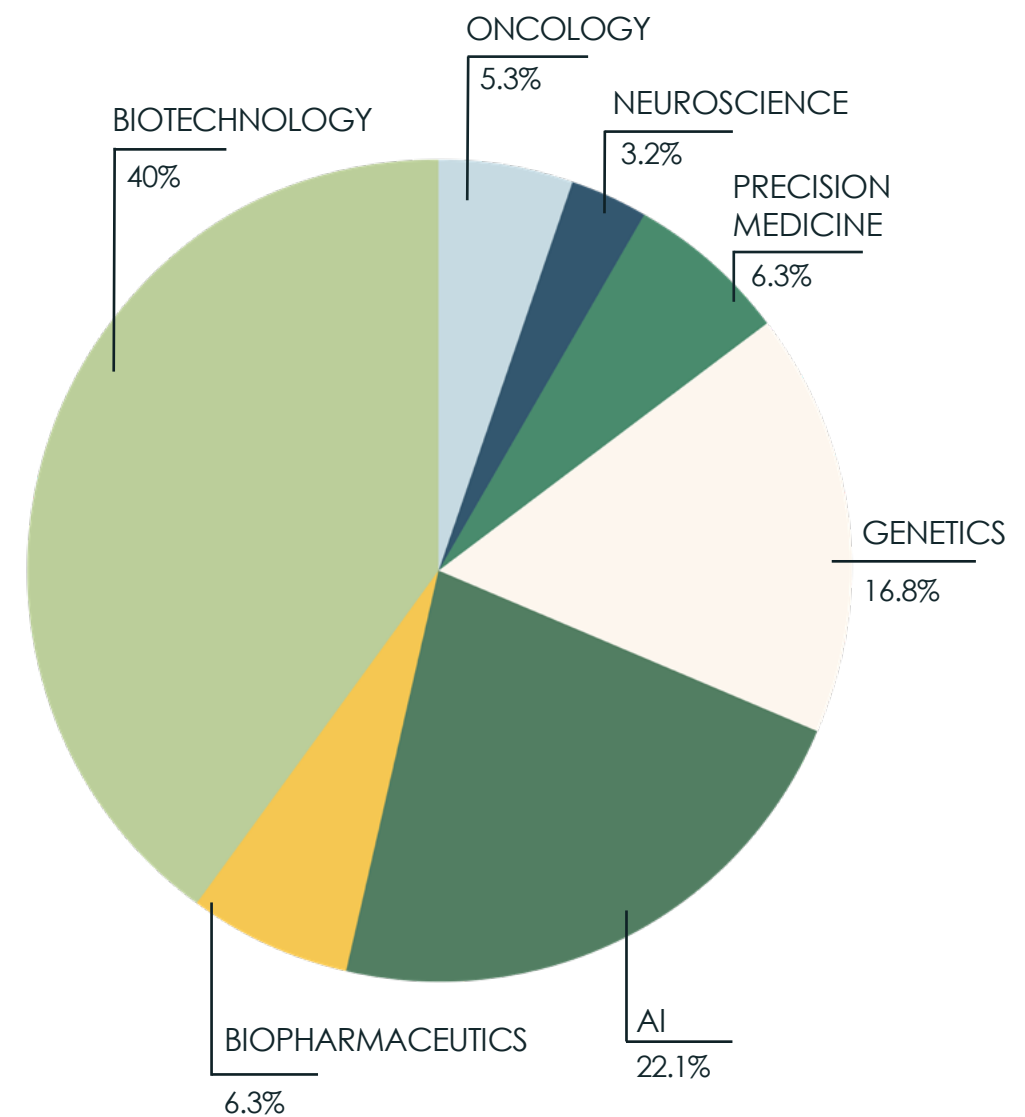
KPIs

Include achieving a 30-40% IRR over 10 years, ensuring a balanced portfolio across health tech types, meeting startup milestones (TRL, BRL, IRL), and catalyzing additional funding rounds.

Objectives

xHF's **Support Framework** involves cross-border collaboration from prototype to market, utilizing strategies for IP, financing, and corporate partnerships, with an emphasis on non-dilutive capital and nearshoring for R&D.

The **Exit Strategy** includes planning for strategic exits in Series B or C rounds, prioritizing liquidity and capital returns for LPs. Through these goals, xHF aims to generate both strong returns and transformative impact, setting the stage for a new wave of health tech innovation in the Americas.



Historical FrissOn Capital tech startup allocations

Qualifications

FrissOn Capital's leadership consists of a multidisciplinary team of seasoned professionals with expertise in health tech, venture capital, and frontier technologies.



Pedro Lopez Sela

MANAGING PARTNER

Serial Entrepreneur, Venture Builder, Investor & Trainer.



Sebastián Molina Gasman

OPERATING ADVISOR

Investor in 90+ emerging markets with a track record of 20+ invested deals



Juana Ramírez

OUTREACH ADVISOR

Health Entrepreneur with solid track record of giving back



Fernando Castilleja

ECOSYSTEM ADVISOR

MD, Entrepreneur, Ecosystem Pioneer.

Qualifications



Dorn Carranza

SCIENTIFIC ADVISOR

Scientist-turned entrepreneurial leader.



Greg Bowman

VENTURE PARTNER

Chairperson to Intergovernmental Organisations at the UN in the Economic Social Division.



Eugenio Cantuarias

VENTURE PARTNER

400+ startups accelerated, enabling 40M+ USD of follow-on financing.



Roberto Alvarez

VENTURE PARTNER

Global connector, serial intra/entrepreneur, 20+ of early-stage deals.



Javier Placer

VENTURE PARTNER

Creator of Telefónica Open Future.

Qualifications



Adriana Tortajada

ADVISOR

Former Global Director of Entrepreneurship of Grupo Santander & architect of the VC-Mezzanine Funding in Mexico.



Víctor Barajas

ADVISOR

Thought Leader in Trust & Estate Practice.



Eugenio Marin

ADVISOR

20+ years supporting tech-based ecosystems



Roberto Salinas

ADVISOR

Director of the Centre for Latin America at Atlas Network.

Together, this team is positioned to drive **FrissOn Capital's vision** of transforming health tech and supporting impactful startups.



Plan of Work

FrissOn Capital employs a rigorous, hands-on approach to supporting health tech startups across the U.S., Canada, and Latin America, guiding them through each stage from screening to exit.

The structured model begins with **Screening & Evaluation**, where an extensive scouting process leads to a 1% investment rate, focusing on startups with technological innovation, team strength, and alignment with FrissOn's health mission. Approximately 1,000 startups have been reviewed, building a solid investment pipeline.

During **Due Diligence**, the firm assesses technology readiness, team quality, regulatory challenges, and IP strategy to ensure startups meet maturity thresholds in Technology, Business, and Investment Readiness Levels. **Investment** follows, with FrissOn offering \$150K-\$200K in initial pre-seed funding, with further funding of up to \$500K for 40% of the portfolio showing strong progress. The xHF aims to build a portfolio of over 40 startups across frontier health tech fields like AI, biotechnology, and medical devices.



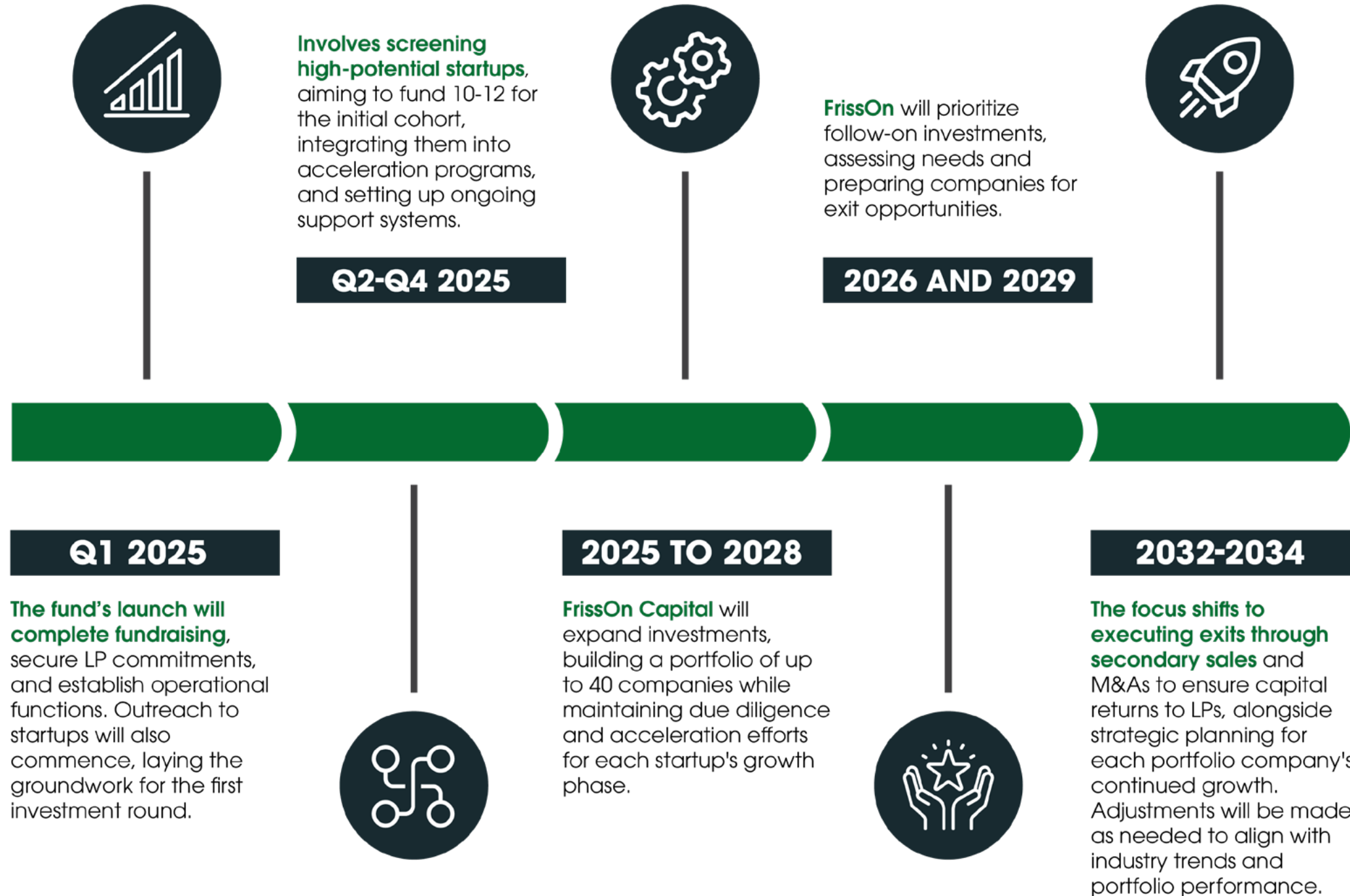
Plan of Work

FrissOn Capital's **Acceleration & Incubation Programs** provide startups with tailored mentorship, regulatory guidance, and access to strategic partnerships, particularly through the EBELI program, which combines lean startup practices with experiential learning. Startups also benefit from international connections, especially in Canada and Chile, aiding with IP, tech transfer, and market entry strategies.

In **Strategic Support**, startups receive further technical and commercial scaling assistance through FrissOn's Health Entrepreneurship Mentors Network. The **Exit Strategy** focuses on Series A or B secondary sales, targeting companies with strong market presence, to deliver significant returns for limited partners while maintaining startups' health innovation goals. Through these efforts, FrissOn Capital aims to scale pioneering health technologies across the Americas.

Timeline

FrissOn Capital's timeline outlines key phases for the Exponential Health Fund (xHF) to ensure efficient investment management and strategic support.



Expected/Desired Outcomes

The Exponential Health Fund (x^HF) employs a structured evaluation strategy to align with FrissOn Capital's objectives. This approach includes:

Portfolio Maturity: Build a diversified portfolio of 40 high-impact startups leading in AI, biotechnology, and medical devices, achieving a 30-40% internal rate of return (IRR) and creating substantial value for limited partners.

Market Impact: Catalyze significant growth in the health tech startup sector across the Americas, with a focus on Latin America, improving healthcare accessibility and patient outcomes in underserved areas.

Ecosystem Development: Strengthen the regional health innovation ecosystem by fostering collaborations among startups, industry stakeholders, and academia, creating a dynamic and sustainable environment for continuous innovation.

Metrics for Success

Technological Advancements: Monitor successful technology deployments, patents, and progress in Technology Readiness Levels (TRL), Business Readiness Levels (BRL), and Investment Readiness Levels (IRL).

Healthcare Improvements: Assess access and outcomes in healthcare delivery.

Job Creation: Track economic contributions in the region.

Methods of Evaluation

The Exponential Health Fund (x^HF) employs a structured evaluation strategy to align with FrissOn Capital's objectives. This approach includes:

Performance Metrics

Key indicators monitored include Internal Rate of Return (IRR) and Multiple on Invested Capital (MOIC) to gauge financial returns, along with growth metrics like revenue, user adoption, and market reach for each startup. Exit outcomes through secondary sales, mergers, and acquisitions are also assessed to measure financial performance.

Impact Goal

The social and economic impact is evaluated through metrics in:

- **Innovation:** Track new technologies and market adoption addressing health challenges.
- **Healthcare Access:** Improved reach to underserved populations.
- **Quality of Care:** Better healthcare service quality, reduced costs, and patient outcomes.

Annual Reviews

Annual portfolio health reviews assess startup progress and investment strategy effectiveness, checking deal flow quality, due diligence, and startup support.

Continuous Feedback Loop

Regular adjustments to investment and support strategies optimize outcomes, incorporating data on performance and trends.

Frameworks

Established impact evaluation frameworks and benchmarks ensure systematic progress tracking in healthcare, economic growth, and tech advancements. These methods confirm x^HF meets its financial targets while positively transforming the healthcare landscape.

Funding Request

The Exponential Health Fund (x^HF) has a \$20 million budget aimed at advancing early-stage health tech startups. Key funding aspects include:

Fund Size: Seeking \$20 million to invest in early-stage health tech startups, targeting transformative health sector innovations.

Management Fee: A 2% annual fee will support fund operations, including due diligence, acceleration programs, and portfolio management, ensuring high operational standards.

Carried Interest: At 20% to align fund managers' interests with investors by focusing on strong returns.

Investment Allocation

- **Pre-Seed:** \$150K-\$200K per startup for 40 startups to foster initial tech development.
- **Follow-On:** \$350K-\$500K reserved for up to 16 startups showing high potential for scaling.

Operating Budget Breakdown

- **Personnel:** Covers salaries for fund management roles.
- **Due Diligence & Legal:** Funds necessary legal and compliance costs.
- **Acceleration Programs:** Includes mentor travel, partnerships, and growth resources.
- **Marketing & Deal Sourcing:** Funds outreach, events, and promotions.
- **Administrative:** Supports general operational needs.

This budget supports x^HF's mission to deliver substantial investor returns while driving health tech innovation.

Long-Term Plans

The Exponential Health Fund (x^HF) aspires to be the foremost venture capital fund for health tech in Latin America over the next decade. **FrissOn Capital** plans to:

Scale Impact

Following the success of x^HF, FrissOn will launch additional funds aimed at supporting startups through early-stage life cycles, particularly Seed and Series A rounds. The firm intends to broaden its geographic focus to include emerging markets in the global south, increasing capital investment and ensuring sustained support for high-potential startups.

Build a Legacy

FrissOn aims to cultivate a sustainable venture capital ecosystem for health innovation in Latin America. This involves establishing support networks, training programs, and partnerships with universities and incubators to foster entrepreneurship and technological advancement.

Global Integration

The firm will help portfolio companies penetrate global markets by providing access to international networks and strategic partnerships, positioning Latin America as a significant hub for health tech innovation.

Additional strategies include exploring partnerships with global health organizations for co-investment and enhancing acceleration programs to support a larger number of startups, focusing on global market access and commercialization. These initiatives will create a robust foundation for long-term growth and influence in the health tech ecosystem.