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Longevity and healthcare: the quiet deal flow.

How a growth company raised EUR 12m and investors from the Gulf, Europe and Asia gained access to an opportunity that was never publicly offered.

EUR 12m

funding placed

3

term sheets in 14 weeks

55%

of the capital from the Gulf

+15%

valuation above expectations

AT A GLANCE

SECTOR

Longevity and preventive medicine

COMPANY

Growth company from the DACH region, Series A

INVESTORS

Gulf, Europe, Singapore

DURATION

5 months from kick-off to closing

STARTING POINT

A growth company from the DACH region develops diagnostic and prevention programmes for a longer, healthier life: biomarker analyses, personalised programmes and partnerships with private clinics. Revenue EUR 4.2m, growth of 85% year on year, operationally close to break-even. To expand into the Gulf and Asia, the company is looking for EUR 12m.

On the other side are investors from the Gulf, Europe and Singapore who want to invest specifically in longevity but see hardly any vetted opportunities. What comes through the usual channels has usually been shown to dozens of addresses already.

APPROACH

Weeks 1–4

Selection and review

From 23 companies screened in the longevity space, we selected one. Business model, figures, regulation and team were reviewed, and weaknesses were fixed before the first investor contact.

Weeks 4–8

Making it investor-ready

An equity story with a clear Gulf angle, a financial model with three scenarios, a complete data room with 140 documents and an anonymised two-page teaser.

Weeks 8–14

Quiet outreach

Instead of 200 addresses, 14 selected investors approached in person: 9 confidentiality agreements, 6 data room accesses and 11 management meetings, 4 of them in Abu Dhabi and Dubai.

Weeks 14–21

Negotiation and closing

3 term sheets, negotiation of valuation, governance and Gulf expansion. Closing with an Abu Dhabi family office as lead, a government-related fund and an investor from Singapore.

RESULT

The company raised EUR 12m at a pre-money valuation of EUR 38m, around 15% above the original expectation. 55% of the capital comes from the Gulf. The lead investor also opens access to two private clinics in the UAE; the first location is in preparation. The investors received a vetted opportunity that was never publicly offered.

METRIC	BEFORE THE PROCESS	AFTER CLOSING
Investor contacts in the Gulf	none	14 approached, 3 term sheets
Funding	target: EUR 12m	EUR 12m placed
Valuation (pre-money)	expected: EUR 33m	EUR 38m
Presence in the Gulf	none	2 clinic partners in the UAE

WHAT OTHERS CAN TAKE FROM IT

Less is more.

14 well-matched investors beat 200 addresses. Every rejection in a broad process gets around.

Trust before documents.

In the Gulf, the person is assessed first, then the model. A personal introduction shortens the review.

Capital with access.

The right investor brings more than money: partners, customers and open doors in the region.

“Quiet deal flow does not begin with showing, but with leaving out.”

LEVERS USED

Capital & investors

Cultural bridge

Let's talk about your growth.

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