

OVER 5 MILLION WOMEN,  
& CHILDREN DIE FROM  
PREVENTABLE HEALTH  
CONDITIONS EVERY YEAR.

UNITED NATIONS

3 GOOD HEALTH  
AND WELL-BEING



Cross|Border  
IMPACT VENTURES

# WOMEN ARE AT THE INTERSECTION

13 CLIMATE  
ACTION



THE HEALTH IMPACTS  
OF GLOBAL CLIMATE CHANGE  
ON MATERNAL & CHILD HEALTH  
CAN NO LONGER BE IGNORED

FIGO

5 GENDER  
EQUALITY



GENDER INEQUALITY AND  
DISCRIMINATION FACED BY  
WOMEN AND GIRLS PUTS THEIR  
HEALTH AND WELL-BEING AT RISK

WHO

## Women's and Children's Health Technology Fund LP

Health Tech Fund with an inclusive and global vision  
to transform the way health technologies scale internationally

## **WOMEN'S AND CHILDREN'S HEALTH TECHNOLOGY FUND L.P.**

Investing sustainably in **Health Tech** is Key to  
addressing **Gender Gaps** in health outcomes and mitigating  
the negative impacts of **Climate Change**  
which will further increase these gaps.

### **Focused on:**

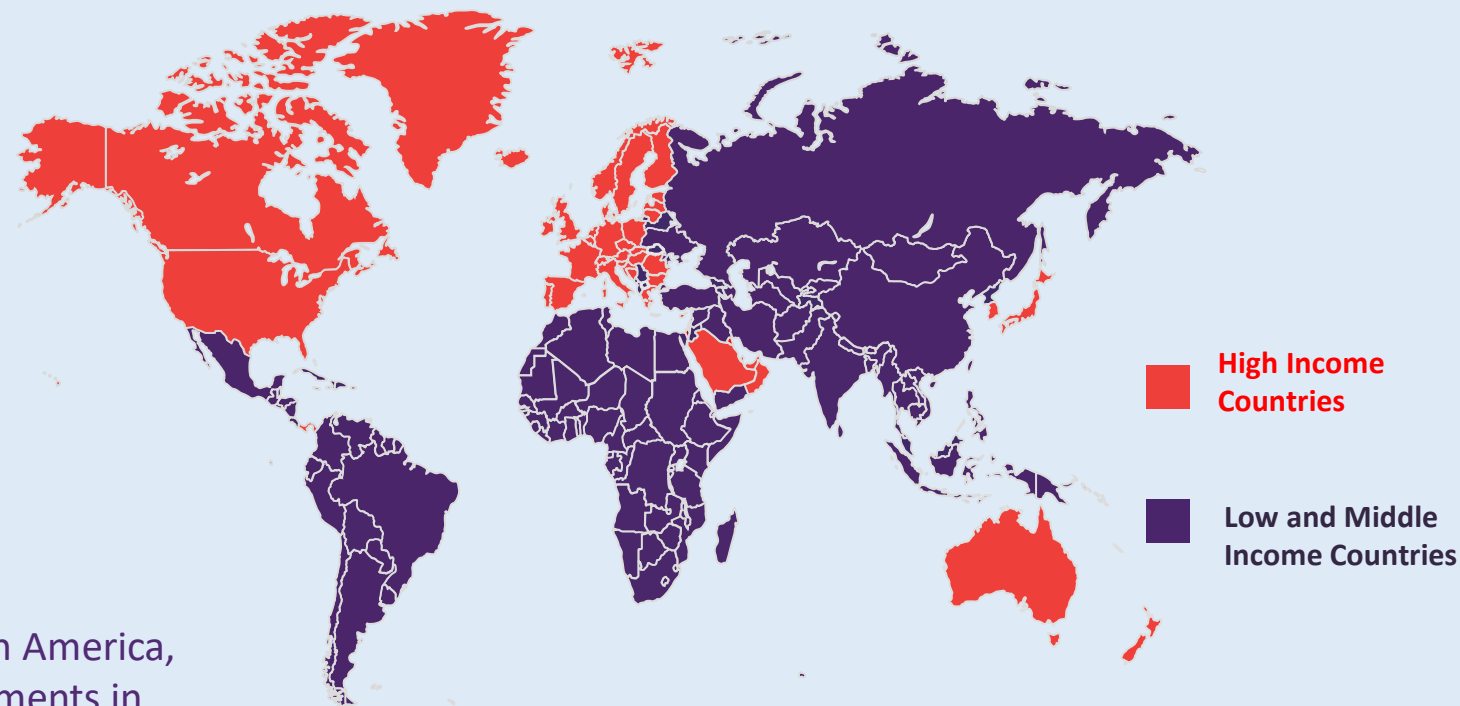
- Sexual & Reproductive Health, Maternal, Newborn & Child Health, Non-communicable & Chronic Diseases, and Health Infrastructure Software
- Digital, Diagnostics, Medical Devices and Therapeutics
- Companies with global ambitions to improve health access in North America, Europe and Emerging Markets sustainably

# Global Investment Strategy in Health Technology

We invest primarily in companies with HQ's in North America, Europe and Israel to earn venture returns on investments in large markets with unmet needs and work closely with management teams on cross-border strategies to expand to new international markets, including High Income Country Markets AND Low and Middle Income Country Markets.

We are redefining the growth pathways of technologies designed to meet the healthcare needs of women, children and adolescents.

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Goal to expand access to high quality care  
in Canada, the US and Europe,  
and Target 500,000 Lives Saved  
& 10,000,000 Lives Improved in LMICs\*

\* For \$150M fund, pro-rated to 400,000 lives saved and 8,000,000 lives improved for \$100M Fund

# World-Class Investors & Award-Winning Strategy

Toronto venture firm backing women and children's health technologies taps J&J, Gates-backed group in quest to raise US\$100-million fund

SEAN SILCOFF > TECHNOLOGY REPORTER  
PUBLISHED DECEMBER 18, 2021  
UPDATED DECEMBER 18, 2021



Cross-Border is led by managing partners Annie Thériault and Donna Parr, making it a rare private-capital investment firm to be led by two women.  
LARRY ZELIGSON/THANCOU

1. Cross-Border Impact Ventures has been selected as one of the Top Innovation Funds for the Innovative Funds for our Future Challenge of the World Economic Forum.

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International investor base including several expert investors in health, impact investors and a strategic investor.

Award-winning investment strategy.

## World class LPs



## Guarantor



## Awards





# Experienced Investment Team

## Deals Sourced and Led At Prior Firms

- 14 companies, 9 with IRR > 20%, 4 reached unicorn market cap, 2 with > \$1Bn revenue
- 9 workout follow-ons, 3 with IRR >20%, 2 capital recovery

## Board Directors of Venture-Backed and Public Companies

- 47 combined boards

## Non-Dilutive Capital

- >\$100M debt and grants

## Portfolio Management

- 40+ years combined investment experience
- \$1.6B AUM managed combined cumulative

## Exits

- 26 exits via M&A, IPO, Asset Sale
- 1 fund completion

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Passionate venture capital founding team motivated by impact potential to reach underserved women, children and adolescents at home and abroad.

## Partners



### Annie Thériault

Ph.D., CFA, ICD.D

Managing Partner

- 15+ years impact investing, venture capital, royalty financing and capital markets experience
- Mobilized >\$100M of non-dilutive capital for high-impact technology companies
- 9 boards of N. Am. venture-backed companies
- Advisor to crowdfunding Fintech company FrontFundr
- Chief Investment Officer, Grand Challenges Canada



### Donna Parr

MBA, MA, ICD.D

Managing Partner

- 25+ years venture capital, private equity and lending experience (expertise in deal sourcing through exit)
- Over 25 Exits completed, several 25%+ IRR deals, 4 with >\$1Bn market cap (incl. 2 with >\$1Bn revenue)
- 36 boards of venture-backed and public companies
- Former manager Canadian Medical Discoveries Fund
- Former private equity/venture capital practice lead at OMERS (one of Canada's largest pension funds)
- Board member for Constellation Software (40.8 Bln market cap) and Topicus.com (3.6Bln market cap)
- President, Crimson Capital, manager of the GrowthWorks Canadian Fund

## Principals



### Cyriac Alappat

CPA, CA

Principal

- Investment Manager, Grand Challenges Canada
- Co-founded an angel investment platform & corporate innovation fund
- Experienced in investor relations, finance, start-up advisory, executive recruitment
- CPA, CA



### Megan Dover

P.Eng.(Biomedical), MBA

Principal

- Investment Manager, Grand Challenges Canada
- 10+ years of experience in financial modeling, due diligence and financial management for international organizations and engineering firms.
- Advisor and Investor for AI startups, mentor for women in STEM
- Biomedical R&D

# Expert Advisors

Specialized Advisors across all  
areas of interest of the fund

## Strategic Advisory Board

- Experts in mergers and acquisition, technology, global health and emerging markets growth

## Scientific Advisory Board

- World class medical experts in women's, children's and adolescent's health, medical innovation and regulatory processes

## Experienced N.Am. / European Advisors

- Entrepreneurs in health technology with 15-25+ years experience in their field, including multiple exits, products commercialized and scaled

## Experienced LMIC Advisors

- Expertise in scaling health solutions in LMICs and track records in development financing

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## Strategic Advisory Board



**Sanjay Cherian**  
Chief Strategy Officer,  
ClearDATA

Digital Health, Strategic  
Acquisitions, Digital Health, AI,  
Retail Pharmacy Chains, Data  
Security, and Telecom Digital  
Health Strategy



**Colleen Hancock**  
Co-Founder & COO,  
Baby Center

Digital Health, Maternal Health,  
M&A, Media, Operations  
Management, Global Growth,  
Local Customization and Sales



**Renuka Gadde**  
Vice President,  
Global Health,  
Becton Dickson

Medical Device Business  
Development, Women's Health,  
Emerging Markets Growth



**Karlee Silver**  
Co-CEO, Grand  
Challenges Canada

Global Health, Non-Dilutive  
Financing, Impact Analysis,  
Global Health



**Dana Deardorff**  
Global Director of  
Impact Ventures, J&J

Global Strategy, Medical  
Devices, Health Tech, Strategy  
Partnerships, Global Health

## Scientific Advisory Board



**Dr. Marjorie Jenkins**  
Dean of UofSC School of  
Medicine Greenville & Chief  
Academic Officer for Prisma  
Health-Upstate

FDA process for women's health  
products, Gynecologist



**Dr. Alyson McGregor**  
Associate Professor of  
Emergency Medicine at the  
Warren Alper Medical School,  
Brown University

Sex-based Health Differences,  
Clinical Trials, Emergency  
Medicine, NCDs



**Dr. Guillaume Sant'Anna**  
Associate Professor of  
Pediatrics, Faculty of  
Medicine, McGill University

Pediatrics. Neonatologist, Health  
Technology Adoption, Global  
Health



**Dr. John Sanil Manavalan**  
Former CMO of CRO Star  
Health (focused on  
multisite trials in India and  
Africa), Former Medical  
Scientist at Columbia  
University

Oncology, Hematology &  
Immunology, Nigerian MD,  
Clinical trial network in India  
and Nigeria



Impact Partner:

Grand Challenges Canada®  
Grands Défis Canada

**Our Approach:**  
Investing in **Scalable Companies** commercializing technologies targeting **Billion Dollar International Markets** and **Improving Access to Affordable Quality Care** in North America and Europe alongside Emerging Markets.

## Target Investments

Stage	Early Growth <ul style="list-style-type: none"> <li>Regulated Technologies: CE Mark or FDA Approval on one product</li> <li>Non-regulated Technologies: \$1-10M in revenue</li> <li>10% carve-out for earlier stage deals</li> </ul>
Investment Size	\$US 3M first investment \$US 10M average over ~3 rounds
Investment Type	Primarily preferred equity and equity-related securities
Holding Period	4-6 years
Ownership	Minority (5-20%)
Influence	Typically board member and member of key committees
HQ	International: North America, Europe, Israel, opportunistically Emerging Markets
North America & Europe Impact	Maximize Access, including underserved women, children and adolescents
Emerging Markets Impact	Pledge to make individualized contribution to Fund impact target of: 8,000,000 lives improved 400,000 lives saved Min. 30% of impact target in sub-Saharan Africa

**Health is a right that should not be restricted by gender, age, race, wealth and borders.**

**Formed to create impact and deliver venture returns.**

**Annie Thériault**

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Managing Partner

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