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Medical Technologies

Vizille Capital Innovation, Sudinnova and Seventure invest in EndoControl.

Created in 2006, EndoControl develops and markets innovative endoscopic surgical devices including the ViKY[®] System, a next generation robotic endoscope driver. Vizille Capital Innovation and Sudinnova participated in the first round of capital investment in 2007 with an initial investment of €1,05M. EndoControl used the proceeds to help construct a global distribution network that spans more than 12 countries.

In March 2010, a 3M€ refinancing operation was finalized. Seventure joined Vizille Capital Innovation and Sudinnova in this new round of funding. This additional capital will enable EndoControl to fast track future product development as well as bolster new product marketing efforts

Based on six years of research at Université Joseph Fourier in Grenoble, **EndoControl** technology provides laparoscopic surgeons with compact, motorized, endoscope driver that increases both efficiencies and ergonomics inside of the operating room.

ViKY[®], motorized endoscope holder from **EndoControl**, significantly improves the quality of endoscopic images. ViKY[®] has been CE approved since July 2007 and FDA approved since December 2008. The system enables surgeons to have direct control of their endoscopic vision and frees an assistant's hand while meeting the ergonomic requirements of the operating room. The ViKY[®] endoscope holder improves operating room efficiency and increases patient safety. Very versatile, it can be used in many kinds of endoscopic surgeries: digestive and bariatric, urologic, gynecologic, thoracic... Over 40 ViKY[®] systems have already been installed in Germany, Italy, Austria, France, Spain, the Netherlands, the U.K, the U.S, Canada, South Korea and Taiwan.

Since 2007, **EndoControl** has developed strong collaborative research partnerships with Université Pierre et Marie Curie, the French agency for research: Agence Nationale pour la Recherche (ANR) and OSEO which will lead to the development and marketing of new instrument products in a few months. Complementary with **EndoControl**'s product vision, this instrument platform will be innovative, compact and will improve the ergonomics of minimally invasive surgical procedures.

For the company founders, Clément Vidal, C.E.O and Engineer, and Patrick Henri, Business Development Director, this financial operation is a long term investment. It will enable further commercial developments and the set up of new projects. «*This second financial operation, planned as of the first one in 2007, confirms the promising development of **EndoControl**. We will consolidate our international presence and market, as of 2011, new innovating surgical motorized systems, which will be complementary with ViKY[®] and with great potential*», says Clément Vidal.

This capital outlay is a great opportunity for **EndoControl** to strengthen its distribution network, to intensify marketing efforts and to invest in R&D.

« We have supported **EndoControl** as of the first capital outlay. We were convinced that their technology and team had a great potential on such a developing market. For two years, the company has followed its business plan while developing new relevant products. This second investment, planned as of the start, is part of our investing model for all the companies we support. », explains Karine Lignel.

« Seventure took part in this operation to give **EndoControl** new means for their ambitions. The company is positioned on a very attractive market and has proved in the past its ability to innovate and to take action. Growth should be enhanced shortly by the development of R&D, the launch of new products and commercial network expansion. This young company still has a very important potential to develop. », says Emmanuel Fiessinger

ABOUT INVESTORS

Vizille Capital Innovation, subsidiary of CIC Banque de Vizille:

By supporting **EndoControl** development, Vizille Capital Innovation shows once again its ability to stand by companies on emerging markets on a long term basis. This subsidiary of Banque de Vizille invests on equity and specializes in technological companies on innovating markets such as health, IT, electronic, sustainable energies... The company likes to see itself as a working partner for C.E.Os for their growth plans and added value strategies.



Seventure

An active partner for high growth potential companies, Seventure has been investing in the most innovating sectors since 1997. Seventure manages over 500M€, it is one of the venture capital leaders in Europe. The company invests in Communication & Information technologies as well as Life sciences technologies throughout Europe. Seventure is a subsidiary of Natixis Private Equity, which manages 4.2 billion € capital investment.

Regarding Life Sciences, their 4 favorite investment sectors are biotech & pharmaceutical products, medical devices, chemicals and industrial biotechnologies, as well as non-medical health products and services (nutrition, nutraceuticals, skin care...). They invest between 500K€ and 10M€ per round and up to 20M€ per company, at all development stages.



KEY POINTS

Projected evolution of the company: **EndoControl** targets turnover of 1 300 000 € in 2010 and 3 300 000 € in 2011.

EndoControl currently employs about 10 employees and forecasts a total number of 23 by end of 2011.

Operation object: marketing of motorized endoscope holder ViKY® in all countries of the distribution network, development of that network particularly in Asia and Latin America, and continuation of current development programs.

Managing team:

-  **Clément Vidal**, EndoControl C.E.O, has 9 years of experience in the medical sector. He is 33 years old and graduated Ecole Polytechnique and Stanford University, California. He also spent 2 years at Lille Public Hospital as an assistant researcher where he obtained a Master's degree in Bio and Medical Sciences. M. Vidal also worked at GlaxoSmithKline (London) and Praxim (Grenoble). He now coordinates commercial and technical aspects at **EndoControl**, as well as administration and finances.
-  **Patrick Henri**, is responsible for business development at **EndoControl**. He is 52 years old and is an expert in sales development and marketing in the medical field. After 25 years of experience as a sales and marketing manager in various companies (ScienceExport, MicroControl, Technomed International, Siemens Medical, GE Healthcare, Praxim), Patrick Henri gained a great expertise in medical devices market access. In 2000, he associated with Praxim founders and in 2005, he created **EndoControl** and Koelis. He now has a strong national and worldwide network in the field of medical technologies.

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