



# Investor Portfolio Exit Scan

Strategic Timing Assessment for Early-Stage Medtech Holdings

## Purpose

To provide investors with a structured, external assessment of exit readiness, risk exposure, and near-term strategic opportunities across selected early-stage medtech portfolio companies.

The objective is to **strengthen capital discipline**, surface potential exit windows earlier, and reduce avoidable value erosion in companies operating below the threshold for traditional investment banking coverage.

## Rationale

Early-stage medtech companies commonly experience:

- prolonged regulatory or clinical timelines
- commercial stalls or muted adoption signals
- underdeveloped buyer narratives
- incremental capital requests not aligned with realistic exit timing

These dynamics create **material information asymmetry** between founders and investors. As a result, exit windows are often identified only in retrospect, and capital is extended beyond the point of optimal value capture.

A Portfolio Exit Scan provides investors with an **externalized, unbiased perspective** that complements internal reporting and illuminates strategic pathways.



## Scope of Work

Each Scan includes:

### **1. Exit Timing Assessment**

Evaluation of strategic fit, buyer activity patterns, market consolidation dynamics, and conditions that influence near-term vs. delayed exit potential.

### **2. Key Risk Indicators**

Identification of regulatory, competitive, reimbursement, or founder-related risks that may affect valuation trajectory or limit exit optionality.

### **3. Capital Efficiency Review**

Analysis of whether additional capital deployment is likely to drive meaningful enterprise value expansion — or whether early strategic outreach may be more effective.

### **4. Founder Alignment & Narrative Readiness**

A measured assessment of founder capacity, expectations, and positioning for strategic conversations.

### **5. Priority Recommendations**

Clear, concise guidance for investment committees, including recommended timing, next-step options, and communication framing.



## Process

- Investors nominate 1–5 portfolio companies
- Limited data collection from founders
- Independent review and strategic assessment
- Delivery of a structured, actionable briefing for GPs/IC leads
- Optional participation in investor-founder discussions (on request)

Turnaround: **3–5 business days**

## Ideal Application

The Portfolio Exit Scan is particularly useful for:

- early-stage funds with resource constraints
- family offices with direct medtech exposure
- investor syndicates with companies approaching runway pressure
- LPs conducting oversight on direct medtech holdings
- funds preparing for capital recycling or near-term liquidity planning



## Advisor Profile

I specialize in **early strategic exits for medtech companies under ~\$25M**, with emphasis on pre-commercial and early-market-stage technologies. My work focuses on creating **durable, mutually beneficial partnerships** between founders and strategic acquirers — particularly in cases overlooked by traditional M&A providers due to deal size or complexity.

This perspective enables a nuanced, founder-aware, buyer-informed view that strengthens investor decision-making without increasing founder burden.

## Engagement Model

Pricing: **\$1,500 per company**

To maintain confidentiality, no materials are shared beyond the investor unless explicitly requested.

## Engagement Options

- **Initiate a Portfolio Exit Scan**
- **Schedule an Introductory Discussion**
- **Add a Scan to Upcoming IC or LP Reporting Cycles**

## Contact

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