

empowered

A BRIDGEWEST GROUP
NEWSLETTER
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Love how our colleagues leverage AI

AI is enabling greater data insights plus smarter and more timely business decisions. It's saving time, costs and headaches. "AI gives you an army, with unlimited scale and knowledge. Now with AI, you can have access to a complete ecosystem of top talent," said Massih. For example...

"Anytime you need a robot to do something, AI can do it," stated Tommy. Consider the complicated process of managing inventory and manufacturing orders of sterile injectables required to ensure timely supplies for LumaCina sales and distribution. Now imagine, you can transform countless daily inventory and sales spreadsheets for a customized daily report that updates, trends and provides context, as often as you need it, without a software engineer. So how did Tommy create customized reporting, vet and implement the initiative in less than an hour? With Gemini. It listened to his problem, then generated code to extract info from Excel reports. After a little troubleshooting, the program worked perfectly. "What took hours before AI, now takes milliseconds, and the data accuracy is 100%," added Tommy.

Ever wish a meeting came post-haste with notes, decision conversations, action items, and a glossary for technical terms? JR has been using Otter and Grok to do just that. It saves hours and ensures those missed meetings are not missed opportunities. But even more impressive, is JR's robust dashboard that he relies on for

managing Series A funding for BioOra. What was once a suite of complicatedly linked Excel sheets that only JR could finesse, is now a dynamic, user-friendly platform for the team. It all started with a query to replit.com asking for a dashboard of reports to extract desired info.

Just a note here. To protect our data, both Tommy and JR provided the appropriate data directly for all the reporting, rather than give AI access to One Share or other internal platform.

We need to be mindful of the confidentiality and security of our data and systems. AI tools can be accessible to others, in addition to hallucinating false info. Jennifer has put together a PPT deck outlining caution and risks. Be sure to check in with Jennifer on questions. Safety first, especially on people/HR and company proprietary data.

Lastly, who among us has not wished we had our very own analyst? If you've worked with Ryan, you know just how invaluable good analytical skills are. Ryan now relies on Python and ChatGPT all the time to generate thousands of scenarios in just minutes. "These tools have exponentially increased our decision-making prowess, garnering greater insights and greater confidence in our operations," said Ryan.

These are just a few of the impacts we are seeing with AI adoption. We'd love to hear how you are using AI. To share your story, reach out to Jenny.

spotlight

NZD \$100M venture fund creates excitement in New Zealand

NZ IS GROWING

Bridgewest Ventures launches NZ \$100M venture capital fund for wholesale investors. The new fund creates opportunities for new ventures in New Zealand as well as the existing portfolio.

While New Zealand's venture market is small, about NZ \$550M in 2023, it continues to show impressive growth. Contributing growth factors like government-backed world-class research institutions, strong ties with larger global markets to spur growth, and limited active VC firms, to name a few, make New Zealand an ideal location for Bridgewest Ventures' new fund.

"New Zealand is welcoming our new fund with enthusiasm. We've made a significant impact since we began our New Zealand operations in 2019. Last year we screened over 200 deep tech opportunities. With new resources, we'll support more founders, build more companies, and shape a stronger innovation economy," said Saum Vahdat.



news



Merging with momentum: How BioCina turned integration into a growth engine.

When BioCina and NovaCina joined forces earlier this year, the goal was far greater than combining two organizations under one name. The goal was to create a client-centric CDMO powerhouse with rare capabilities: seamless end-to-end drug substance and sterile fill-finish drug products manufacturing services, spanning both large and small molecules, with expertise in microbial, pDNA, and RNA. This comprehensive offering would position BioCina to compete with top-tier CDMOs globally.

The BioCina management team developed an integration approach grounded in proven principles: don't over complicate, execute quickly, keep customer first, find cost efficiencies, and maintain strict accountability. The overarching goal was to ensure BioCina continued to grow as a valuable partner for current and future clients.

The integration was structured into eight key streams, including Finance, HR, Quality, Procurement, and Operations, with leaders from both sites accountable for outcomes. The day-to-day integration process was led by Michael Tsaconas, GM of BioCina's Adelaide site, alongside the Steering Committee to ensure issues were resolved quickly. In just six months, most objectives were achieved, and the financial impact was significant. Unlike many mergers that create short-term costs, BioCina's integration generated efficiencies as well as aligned processes to industry best practices. The result: stronger operations, improved financial footing, and an expanded suite of services that position BioCina for continued growth.

Communications for employees and customers were paramount. They were proactive and personal. Clients and prospects were informed and reassured that the impact would be entirely positive. For employees, leadership shared plans and updates with regular town halls, celebrating success along the way, and fostering a collaborative process where teams were directly involved in building a unified, stronger than ever, BioCina.

Reflecting on the process, the management team highlighted five key lessons for successful integration.

Clarity matters: Define simple integration principles and stick to them.

Empower leaders: Stream leads should own their plans and commitments.

Focus on value: Only integrate areas that deliver real benefits.

Leadership speed: Top leaders must make fast decisions and remove bottlenecks.

Financial discipline: Design integration to improve both revenue and profit – no short-term added costs burden.

BioCina shows us that integration can be more than a transition. It can be a catalyst. By moving with speed, discipline, and a relentless customer focus, BioCina not only created a stronger organization, but also positioned itself as a global competitor ready for its next stage of growth. Congratulations to all for a job well done.

Accelerating BioCina's momentum

Tommy Broady takes the helm of BioCina as CEO, moving from his dual roles as Bridgewater Group Operating Partner and BioCina Board Chairman. Exciting news for all.



headlines

Pontis Technology and Provoke Solutions merge to form global tech powerhouse Ponteva.

Avasa secures NZ \$4.75M pre-Series A round for its Coupler that will transform reconstructive miscrosurgery.

Zealafoam getting commercial traction in Europe with signed MOU's.



Bridgewest Ventures marked another successful Impactful Innovation Conference, fueling excitement and growth for New Zealand's best start-ups in AI, Life Sciences and Clean Tech. Well done team!

BioOra has surged to a NZ \$60M valuation with its latest NZ \$15M Series A—three times last year's NZ \$20M pre-Series A mark. This leap reflects a year of disciplined execution, with the team surpassing milestone after milestone.

Macso Series A officially opened. Macso is targeting NZ \$4-6M to accelerate global expansion of Sensory AI platform. Outgoing Chair Behrooz Abdi, whose guidance helped launch Macso and drive growth, passes the baton to Samar Alrayyes. Samar's operational AI expertise and tech leadership will help accelerate commercialization in new markets.

Provoke's Andy Lin named one of the Top10 Entrepreneurs Setting New Benchmarks in 2025.

Alex Kimmet joins Bridgewest Group as Chief of Staff. Alex will strengthen collaboration across our leadership team and portfolio companies: streamline information flow, connect workstreams, and act as a trusted advisor to ensure both Bridgewest Group priorities and Portfolio engagement are aligned and effective. Welcome Alex.



Bridgewest India celebrated its one-year mark. The team has grown to over 30 and is increasingly supporting portfolio companies, adding operational efficiencies and strong value creation.

lol

“Saddle up, partner—team building just got serious.”



BRIDGEWEST 25
— GROUP — YEARS