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HekeTiss

Turning Fat into Life

Adipose-derived Stem Cell driven skin regeneration

Nicolò C. Brembilla
co-founder



UNIVERSITÉ
DE GENÈVE

Spin-off
2022



Hôpitaux
Universitaires
Genève



VENTURE
KICK

Supported by



Innosuisse


FONGIT

opi>>

15 million people in the US/EU suffer from non-healing wounds !!!

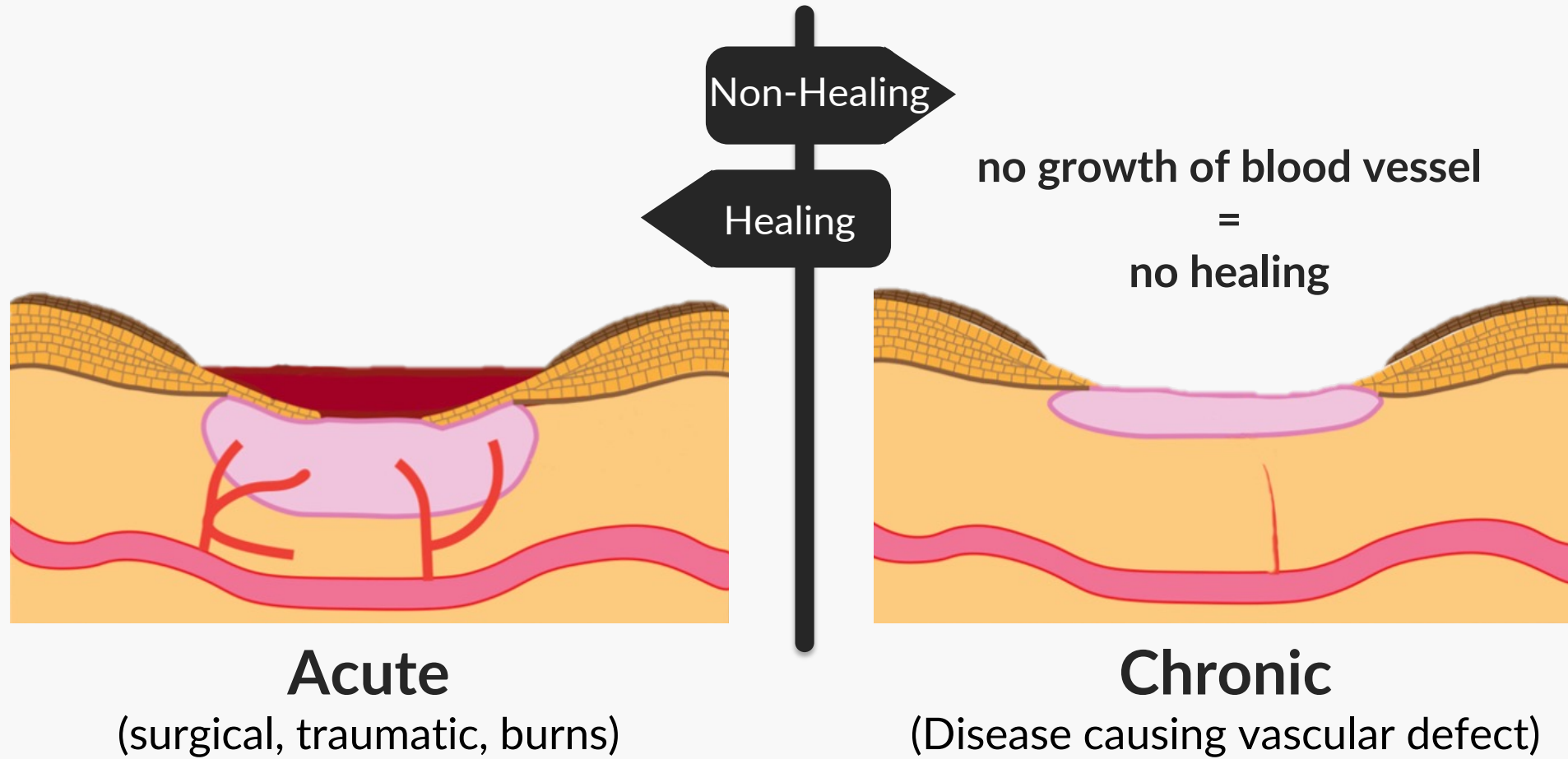
A real case form the Hopitaux Universitire de Genève (HUG)...

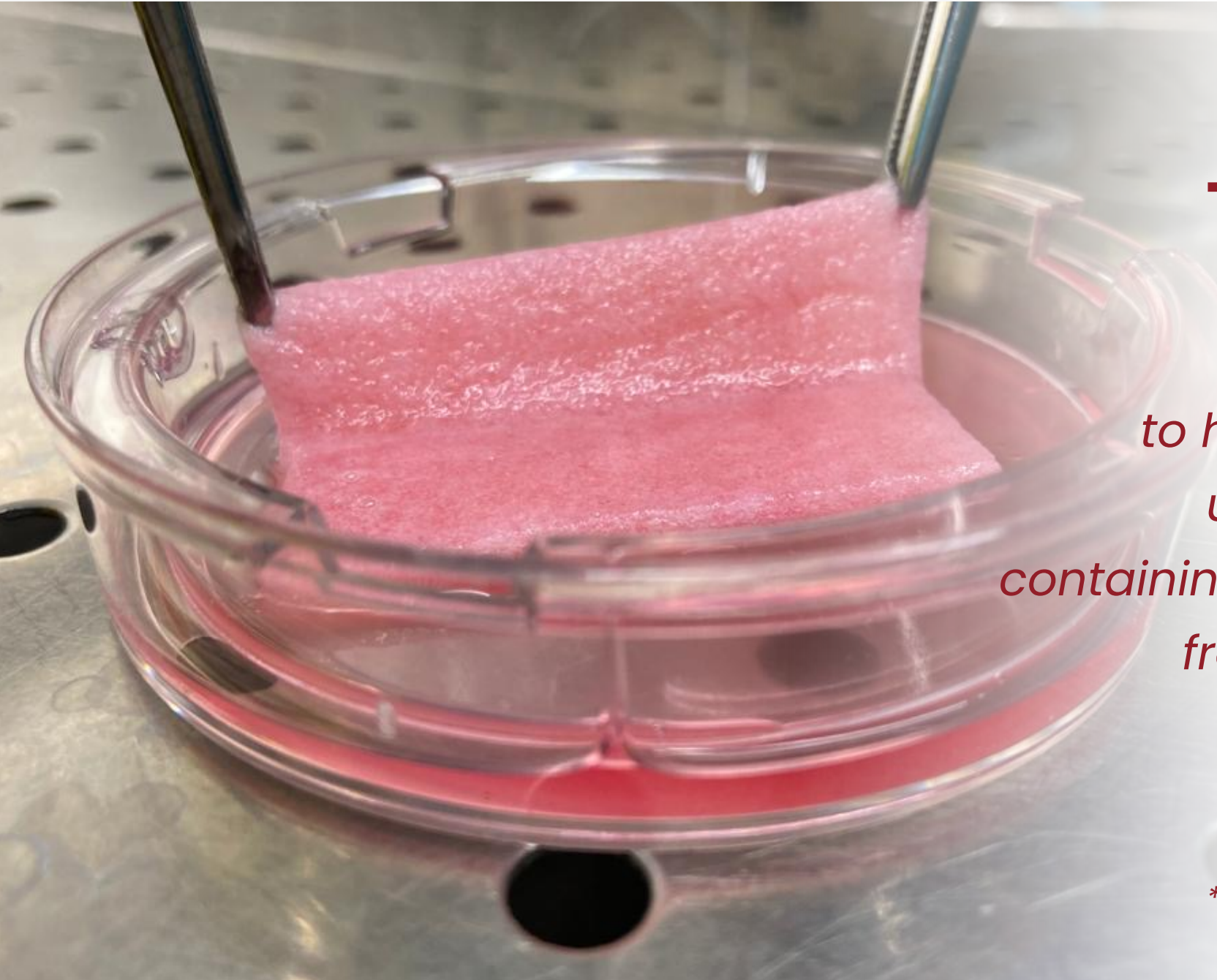


15 million
(>3 m severe)  $\xrightarrow{\text{costs}}$ \$ >10 bn
(to healthcare system)



Why Chronic Wounds DON'T Heal ???





TrophiPatch

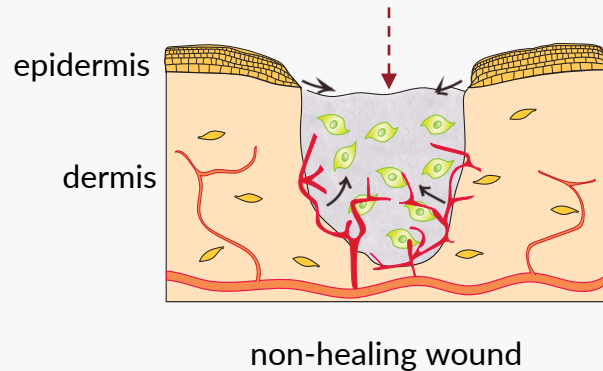
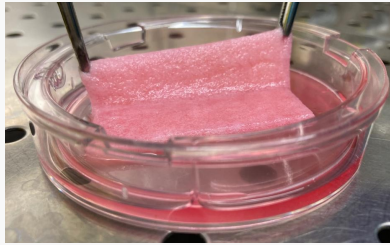
One step solution
to heal **chronic wounds**
using a skin patch
containing **modified* fat stem cells**
from healthy donors
(**ALLOGENIC**)

** Proprietary technology*

We make it better!

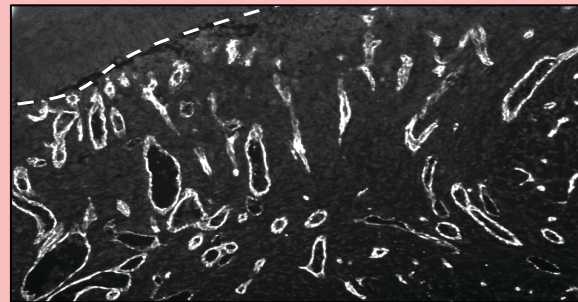
Modified-stem cells allow the re-growth of wound blood vessels

Troph iPatch



DAY 0

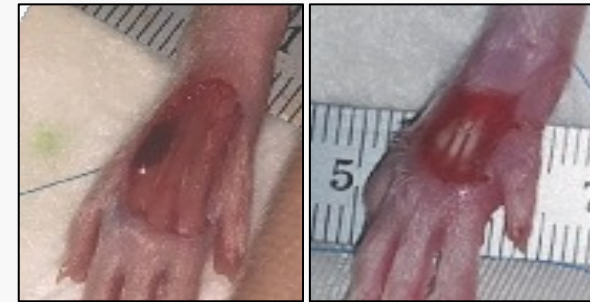
DAY 15



++++ blood vessels

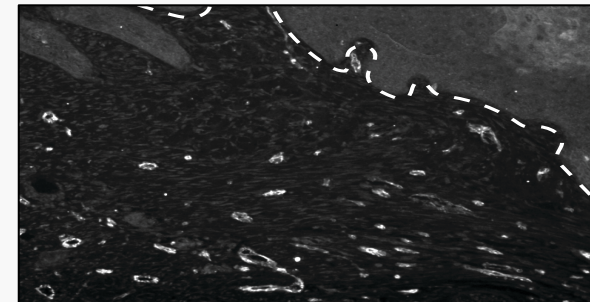
vs

Competitor



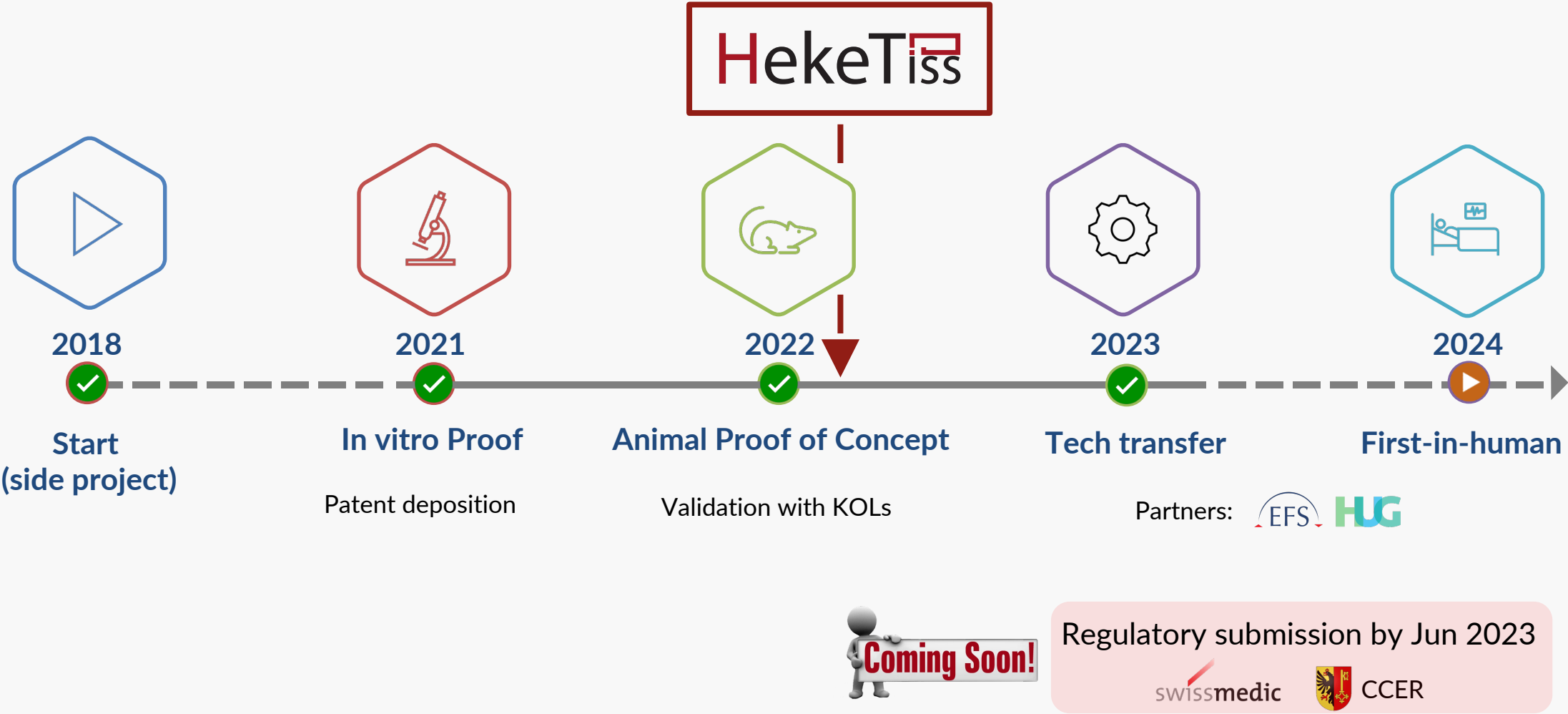
DAY 0

DAY 15



few blood vessels

Ready for FIRST-in-HUMAN trial



KOL: Key Opinion Leaders

CCER: Commission Cantonale d’Ethique de la Recherche sur l’être humain

EFS: Etablissement français du sang

Founding Team

Nicolò C. Brembilla



*MSc Biotechnology, PhD, MBA
10+ years - Skin diseases*

Olivier Preynat-Seaue



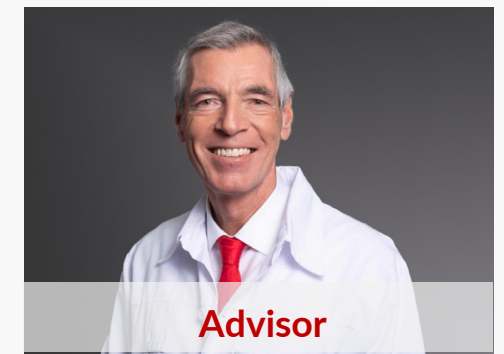
*PharmD, PhD, FAMH
10+ years - Stem cell*

K-H. Krause



*MD, Full Professor
Stem Cell Therapy
Founder of 5+ start-up*

W-H. Boehncke



*MD, Full Professor
Dermatology
Big Pharma Advisor*



* co-founders

Who we are?



Nicolò

- Medical Biotechnology
- PhD Immunology
- PD
- & more recently... eMBA

Start-up -> Academia -> Big Pharma -> Academia

- Skin inflammation
- Skin models

More 'business' oriented



Olivier



- PharmD
- PhD
- FAMH Hematologie
- PD

Academia & Hospital

- Stem cell
- Clinical laboratory medicine

More 'scientific' oriented

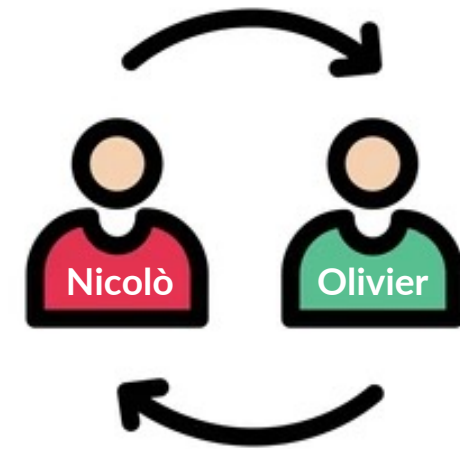
Coffee between Two Innovators: a "Project is Born"



Cafeteria of the *Centre Médicale Universitaire*
at the University of Geneva

... back to 2018

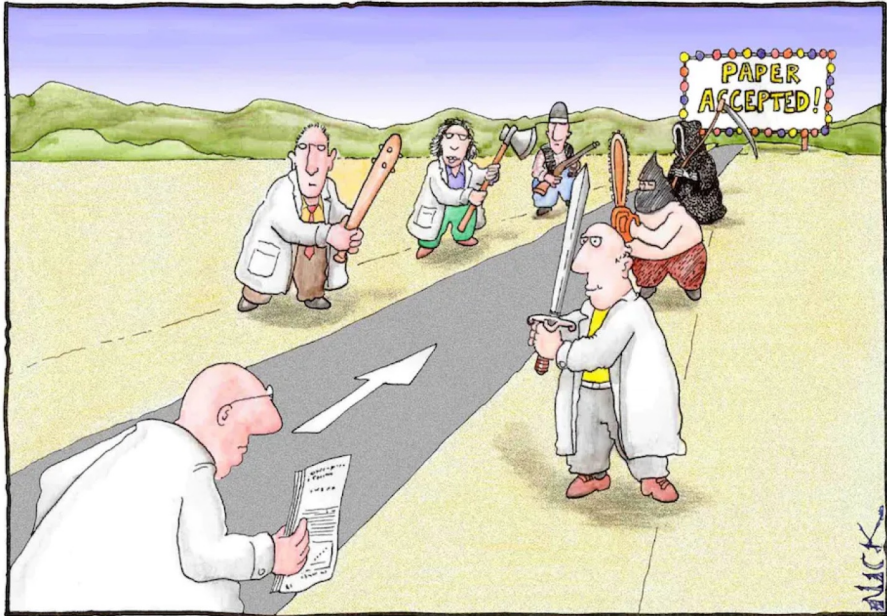
Skin engineering



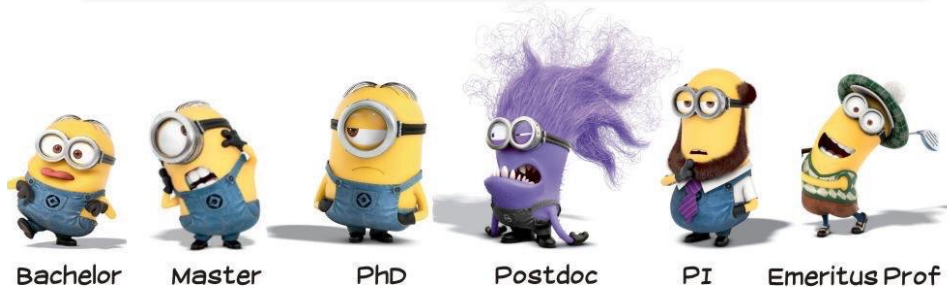
Fat stem cells

Why did we decide to valorize the project via a Start-up?

Academic "loop"



△ START



Create a start-up...
...if you want to become
The Protagonist
of your discovery!

WE BELIEVED that
we could make a difference for patients

WE REALIZED that
- good science alone is insufficient for a viable product
- 'non-academic' funds are key for further development

WE KNEW that
- open to take risks
- complementary and motivated starting team

What did we do?



INFORMATION ... *contact UNITEC*



IP PROTECTION ... *patent deposition*



TEST the BUSINESS SIDE ... *course 'business creation biotech'*



TRAINING ... *coaching & eMBA*



FOCUS & RE-DESIGN ... *in business settings*

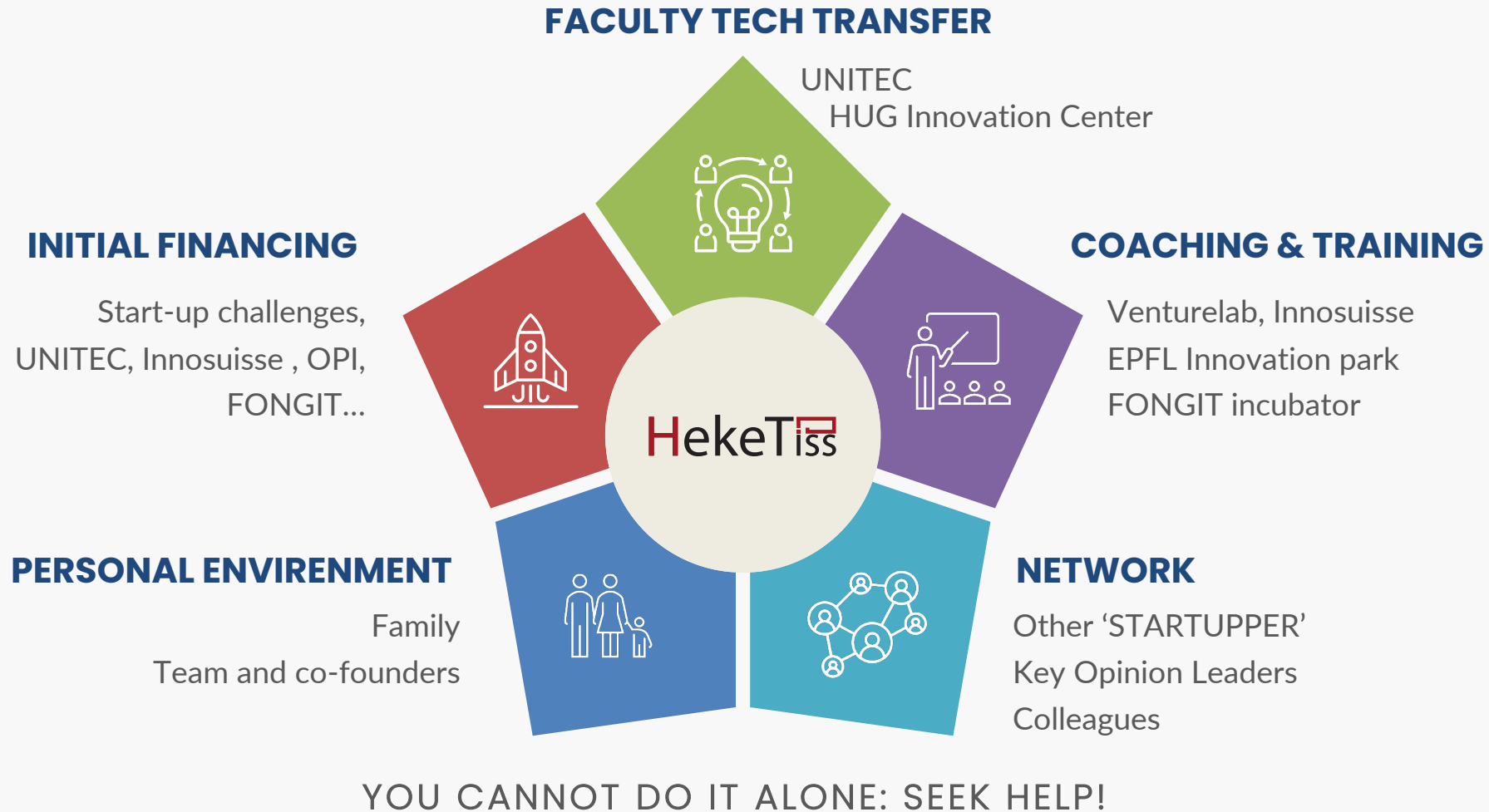


IDEA VALIDATION... *science & business*



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Who did support us in the process?



Dreams...

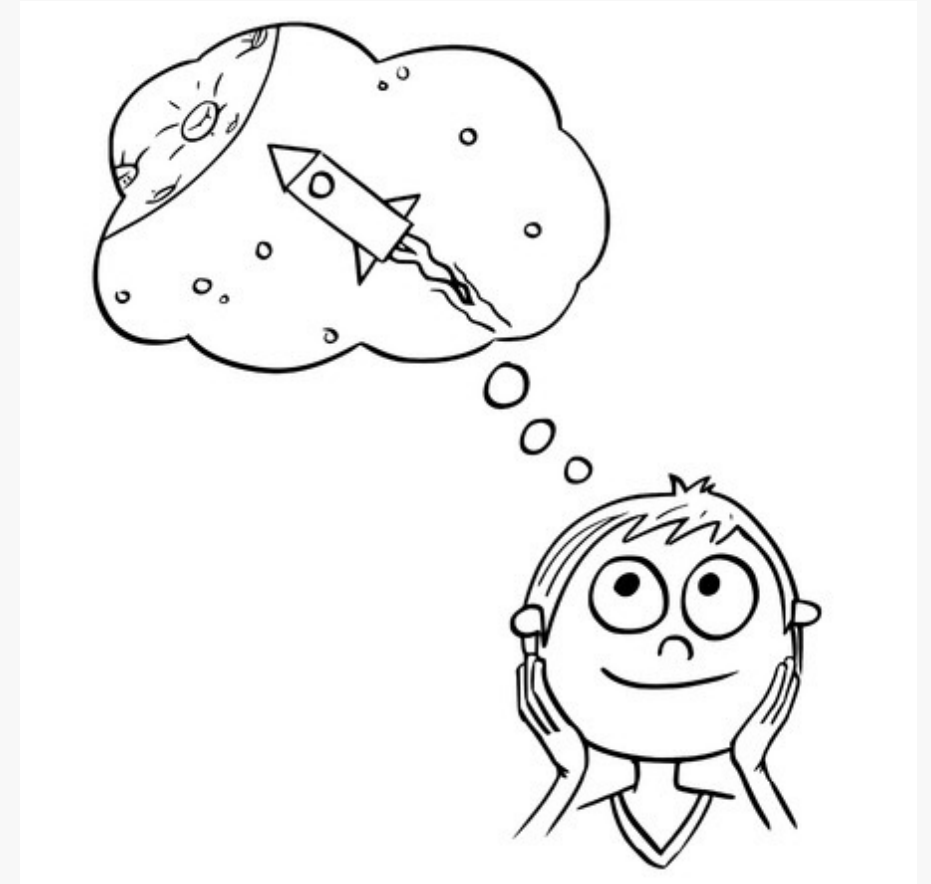
Make a positive impact on the society & improving lives

Create tangible value

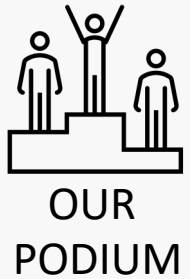
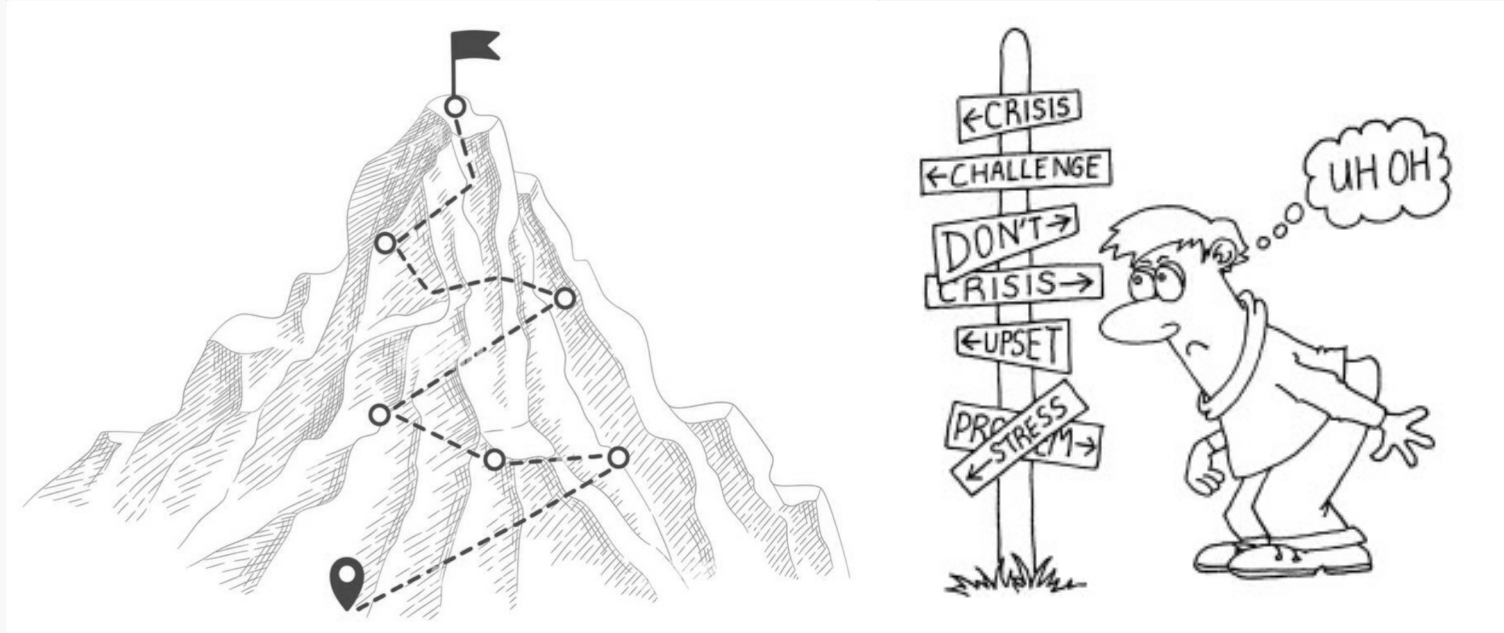
Build a successful company

create jobs, provide a platform for future innovation and growth, ...

Get a significant Return on Investment



... and challenges: IT IS NOT EASY!



1. Realizing that market demand, rather than good science, will make your product viable
2. Understanding that failure increase your chance of success
3. Getting funds - 'Valley of Death'

What did we learn during our journey?

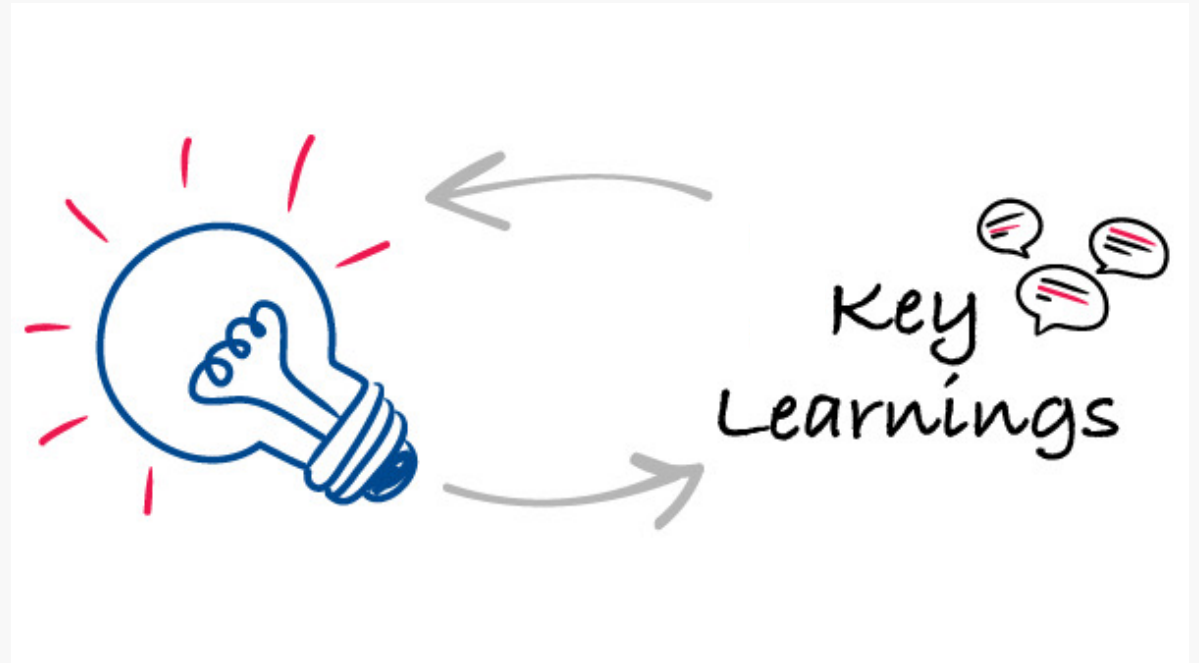
Building a great **TEAM** is key: sharing the same passion... but complementary, diverse, with a 'good chemistry'

Be ready to **FAIL**, it is part of the journey

NETWORKING is vital

Focus on the **BUSINESS** Part of the Project !

The 'must have' traits: **Passion, Courage, Tenacity**



why Heketiss?



Khnum

Heket

Relief from the *Dendera Temple*, Egypt



Heket
(or Heqet)

In the Osiris myth,
Heket gave life
to the new bodies created by
Khnum on his potter-wheel

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oliver.preynat-seauve@heketiss.ch



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THANK YOU!!!

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