Turning Fat into Life
Adipose-derived Stem Cell driven skin regeneration

Nicolò C. Brembilla
co-founder

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

A real case from the Hopitaux Universitaires de Genève (HUG)...

<table>
<thead>
<tr>
<th>HUG</th>
<th>rehabilitation &amp; out-patient</th>
<th>home</th>
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<tbody>
<tr>
<td>&gt;180 kCHF</td>
<td>&gt;70 kCHF</td>
<td>tot 18 months/ 250 kCHF</td>
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7 different therapies

15 million (>3 m severe) costs $ >10 bn (to healthcare system)
Why Chronic Wounds DON’T Heal???

Acute
(surgical, traumatic, burns)

Chronic
(Disease causing vascular defect)

Healing

Non-Healing

no growth of blood vessel
= no healing

Ruiz-Canada et al., 2021
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

**TrophiPatch** vs Competitor

- **DAY 0**
  - **TrophiPatch**: ++++ blood vessels
  - **Competitor**: few blood vessels

- **DAY 15**
  - **TrophiPatch**: ++++ blood vessels
  - **Competitor**: few blood vessels

Brembilla et al., Biomedicines, 2023
Ready for FIRST-in-HUMAN trial

KOL: Key Opinion Leaders

Achievements and Status

11.05.23

Regulatory submission by Jun 2023
Founding Team

Nicolò C. Brembilla
CEO
MSc Biotechnology, PhD, MBA
10+ years - Skin diseases

Olivier Preynat-Seauve
CSO
PharmD, PhD, FAMH
10+ years – Stem cell

K-H. Krause
Advisor
MD, Full Professor
Stem Cell Therapy
Founder of 5+ start-up

W-H. Boehncke
Advisor
MD, Full Professor
Dermatology
Big Pharma Advisor

* co-founders

Innosuisse
CORE COACHING

pre-INCUBATION

The Company

11.05.23
Who we are?

Nicolò

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

Olivier

- PharmD
- PhD
- FAMH Hematologie
- PD

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

- Skin inflammation
- Skin models

More ‘business’ oriented

Academia & Hospital

- Stem cell
- Clinical laboratory medicine

More ‘scientific’ oriented
Coffee between Two Innovators: a “Project is Born”

Cafeteria of the Centre Médicale Universaire at the University of Geneva

Skin engineering

Fat stem cells

... back to 2018
Why did we decide to valorize the project via a Start-up?

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
Who did support us in the process?

YOU CANNOT DO IT ALONE: SEEK HELP!

- **FACULTY TECH TRANSFER**
  - UNITEC
  - HUG Innovation Center

- **INITIAL FINANCING**
  - Start-up challenges, UNITEC, Innosuisse, OPI, FONGIT...

- **COACHING & TRAINING**
  - Venturelab, Innosuisse
  - EPFL Innovation park
  - FONGIT incubator

- **PERSONAL ENVIRONMENT**
  - Family
  - Team and co-founders

- **NETWORK**
  - Other 'STARTUPPER'
  - Key Opinion Leaders
  - Colleagues
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 increases 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**
In the Osiris myth, **Heket** gave life to the new bodies created by Khnum on his potter-wheel.

Relief from the *Dendera Temple*, Egypt
THANK YOU!!!