

*New technologies to quality control and selection of stem cells in regenerative medicine and cell therapy*

**Winner**

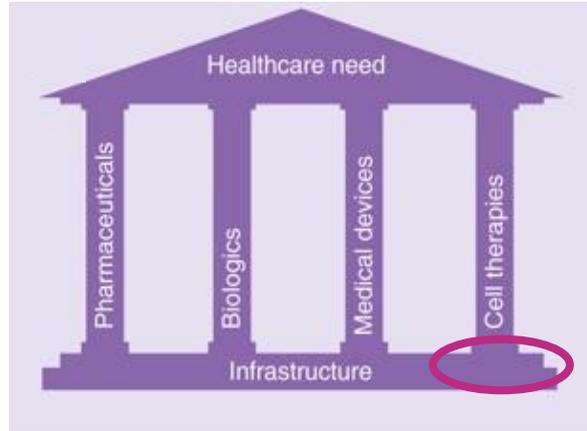
**StartCup**  
SPINNER2013 Emilia-Romagna  
edizione 2012

**ALMA**  
ALMACUBE L'INCUBATORE DELL'UNIVERSITA' DI BOLOGNA

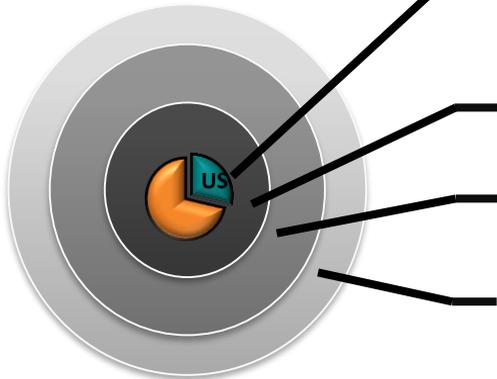
**FARETE** 2016  
DALLA MAIL ALLA STRETTA DI MANO

# Market opportunities

*Cell Therapy New Era*



## Market 2015



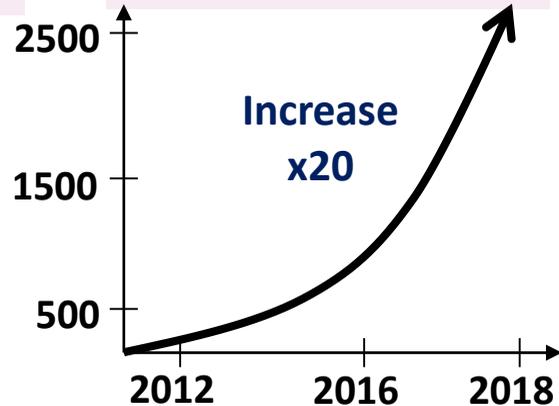
**Technologies**  
\$ 118 millions

**Stem cells**  
\$ 1.3 billion

**Regenerative Medicine**  
\$ 100 billion

**Organ regeneration**  
\$ 350 billion

**Market forecast**  
(million \$)





- **No manipulations of cells**
- **Costs reduction**
- **Passing regulatory barriers**



**Lab R&D**

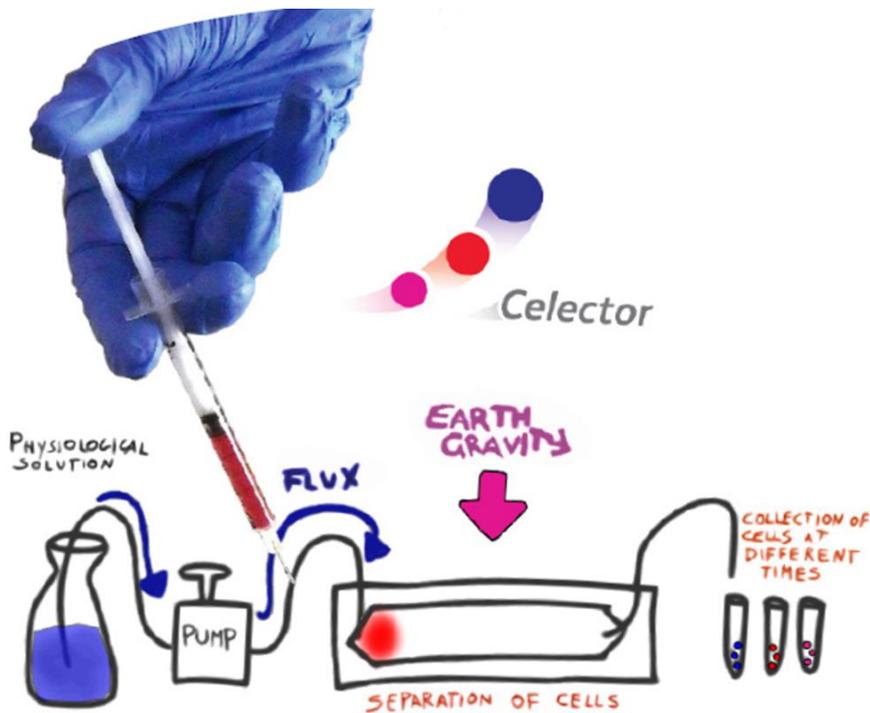
**Cell banks**

**Cell factories**

**Clinics**  
Hospitals  
Clinical Surgery

# Our solution

*A novel method to tag-less isolate and sort living cells*



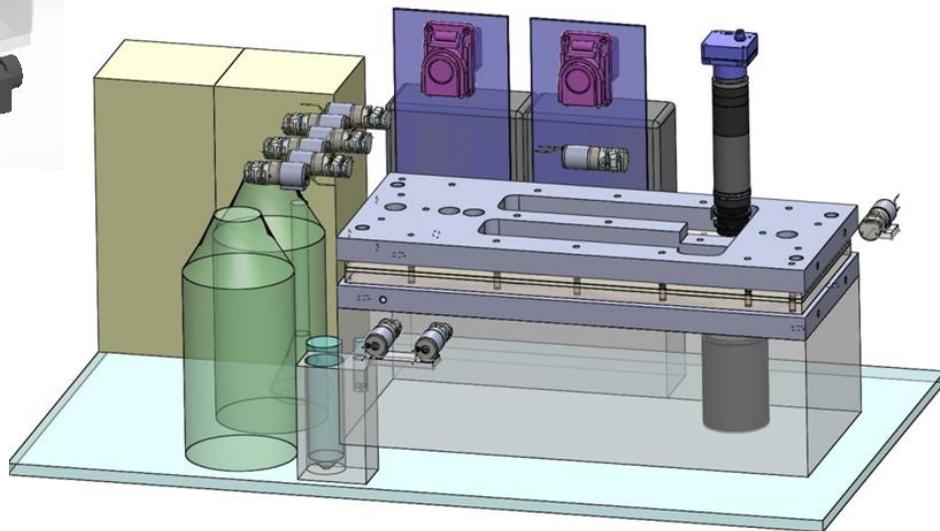
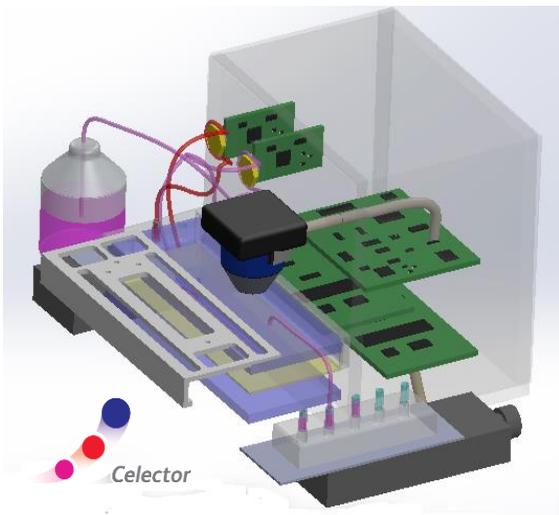
*Exclusive features*

*No cell manipulation*

*High purity*

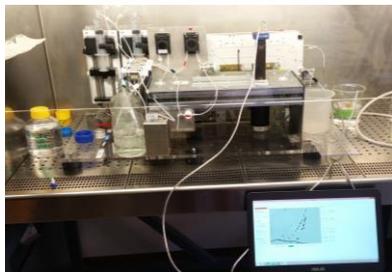
*High cell recovery*

*Real time monitoring*



# Selector® vs. Competitors

## Selector



## FACS



## FC



## MACS



**Biocompatibility**



**Sorting**



**No need for cell-tags**



**Reduced costs**



**Short analysis time**



# Towards the ready-to-market

*Product Development, Finance, Investments*

**Foundation**

**€ 1 M**

**Today**



**R&D**

**1<sup>st</sup> VC investment**  
**- 200k**

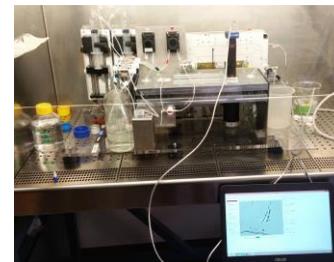
**Debt capital**  
**- 20k UNINDUSTRIA**  
**- 20k CARISBO**



**Validation**

**Debt capital**  
**- 190k CARISBO**

**POR "innovative start-up"**  
**- 190k ER**



**Industrialization**

**2<sup>nd</sup> VC investment**  
**- 400k**

**WHAT WE NEED**

**Marketing, Sales, and Business Scale-up Partners**



# The Company

## Managers, R&D team, and Equity



**Prof. Pierluigi Reschiglian**  
**CEO**



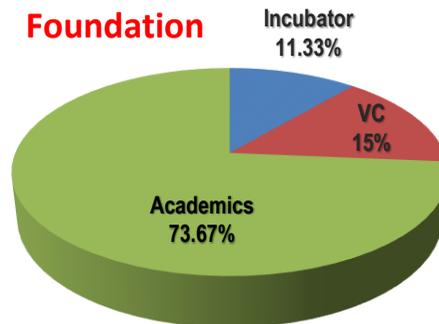
**Prof. Barbara Roda**



**Prof. Andrea Zattoni**



**Dr. M. Luisa Nolli**  
**Project Manager**



**Marco Vaglivello**  
Mechanical Engineer  
Product Manager



**Ilaria Vigliotta**  
Biotechnologist  
Product Developer



**Silvia Zia**  
Biomedical Scientist  
Applications Manager



**Martina Rossi**  
Biotechnologist  
Applications Developer

