

SEPARATIVE



One line pitch:

A revolution in the purification consumables of the pharmaceutical and biotechnology industries.

Market Analysis:

1 - Separative innovates on a global stake, the molecules separation: Two stakes in pharma/Biotech chemistry: to know (to analyse) and the power to produce (synthesize, then purify). To analyze and to purify require to separate the molecules. Main processes used: the chromatography (preferred at R&D and preclinical stage), the crystallization (preferred at production stage). 2 - More than 6 millions of consumables use per year Chromatography purification market in pharmaceuticals/biotech represents more than 3B\$/yr worldwide. R&D as market segment entrance, more than 6 millions consumables / year for 240 M€, with low barrier to entry.

Value proposition:

Separative offers a technological and market breakthrough with an Efficacy/Cost gain from 30 to 10 of the consumables Today: Compact filter for 4000 €, requiring 150 to 300 ATM operating pressure. Separative: micronic honeycomb for 550 €, requiring 3 ATM operating pressure. Two main perceptions of the value for a drug discovery laboratory: 1. until 45% cost reduction on a standard purification operation (people, equipment, solvent, consumable included) 2. the productivity of the chemist increased until twice as much (6 to 12 molecules treated at the same time)

Business Model:

Production and commercialization of a range of disposable or reusable columns, sold individually or by pack. Commercialization by direct selling for key accounts and using worldwide distributors.

IP and Regulatory situation:

4 patents (US delivered), followed by Regimbeau.

COMPANY PROFILE

- **Website:**
www.separative.net
- **Field:**
- **Contact:**
BURKOVIC Cyril
cyril.burkovic@separative.net
- **Location:**
Plateforme Axel'One PPI Rond
Point de l'échangeur BP 3 –
Les Levées
69360 Solaize
France
- **Founded in:** //04/2014
- **Employees:** 2
- **Financial information (€):**
 - **Company stage:**
Proof Of Concept
 - **Capital raised to date:**
100000
 - **Monthly burn rate:**
20000
 - **Capital seeking and date:**
400000 in dec-16
- **Investors:**
Company launched in 2014 started on capital from founders (100k€) and support from, public agency for innovation (BPI France) directly through grants but also guaranteed loans. Based on new prototype obtained in jul-16 and 300k€ prize in national competition seeking a, first Series A round of 400 to 700k€ to be closed by the end of 2016