

BIOSFER TESLAB SL

Bio & Health (Biotech - Medtech - e/m-Health - Pharma)



One line pitch:

Biosfer Teslab, a spin-off company that develops in vitro diagnostic tests providing the clinicians an innovative tool to better evaluate the cardiovascular risk

Market Analysis:

In the developed countries the metabolic disorders such as T2DM and obesity are reaching pandemic dimensions. The world health organization estimates that in 2030 over 366 million people will be diagnosed with diabetes and 573 million people with obesity. The 65% of this population dies due to cardiovascular disease, but more than 50% of them are under diagnosed. Therefore, the evaluation of the cardiovascular risk is a crucial issue to better manage, treat and diagnose the probably most relevant disease in developed countries. Biosfer Teslab aims, along with the use of the test at research level, to introduce it into the clinical market as soon as the clinical guidelines will recommend the use of the advanced lipoprotein tests broadly.

Business Proposition:

Biosfer Teslab commercializes the Liposcale Test: a novel NMR-based and high-performance advanced lipoprotein test to provide complete testing of either serum or plasma samples to determine the size and particle number of lipoprotein particles without centrifugation nor manipulation. The Liposcale Test is expected to be superior than the commercial test distributed by Liposcience Inc. because is based in objective measurements of particles. The Liposcale Test is well-described within the Patent entitled "Method for the characterisation of lipoproteins" The results of both the development and the validation of the Liposcale Test are recently published in the Journal of Lipid Research

Competitive Advantage:

Only 2 companies in the world characterize lipoprotein profile by NMR technology, the one that can be high-performed used for clinical analysis: Liposcience (NC, USA) and Numares (Germany). Biosfer teslab can be competitive in prices and quality (considering the number of parameters, the accuracy and the robustness and the plasma volume required) using a 2 dimensional-NMR approach, The liposcale test (Biosfer Teslab) can provide more parameters and with a more sophisticated technology than the competitors. The comparison of the methods was recently published in the journal of lipid research: Liposcale: a novel advanced lipoprotein test based on 2D diffusion-ordered 1H NMR spectroscopy. Journal of Lipids Research, 2015. The potential price ranges can be better.

Investment Attractiveness:

The market for advanced lipoprotein tests is estimated in 100 million Euros and is expected to grow exponentially, reaching the value of 200 million Euros in 2018. Our customers are research centres, pharmaceutical and food companies, and clinical and diagnostic laboratories. We also expect to reach the clinical market in Europe in about two years, as soon as the clinical guidelines will recommend advanced lipoprotein testing to manage patients at high cardio-metabolic risk, a trend which is being seen in the US and Canada. The time to market is now!

IP Situation:

Biosfer Teslab will defend our competitive advantages by means of industrial property, joint ventures, a competitive positioning, and a continuous R+D program. We already have applied for two international Patents: METHOD FOR THE CHARACTERIZATION OF LIPOPROTEINS, EP13382478.9 and METHODS FOR DETERMINING THE LIPID DISTRIBUTION BETWEEN THE CORE AND THE SHELL OF A LIPOPROTEIN PARTICLE, EP13382477.1 The company is certified by 9001 ISO, and now we are Applying for Fabricant licence in the Spanish Agency for drugs and medical devices.

COMPANY PROFILE

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- **Contact:**
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- **Location:**
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Spain
- **Founded in:** 20/12/2013
- **Employees:** 5
- **Management:**
- **Financial information (€):**
 - **Company stage:**
early growth
 - **Capital raised to date:**
340.000
 - **Monthly burn rate:**
 - **Capital seeking and date:**
300.000 Euros
- **Investors:**
- **Referred by:**
Biosfer Teslab SL, spin off