



GLOMERIA THERAPEUTICS SRL



One line pitch:

Innovative Peritoneal Dialysis solution with enhanced patient safety level, preventing peritonitis, membrane rapid degradation and personalization.

Market Analysis:

2,7 Million people worldwide have kidney transplantation or undergo a dialysis treatment because of irreversible end-stage renal disease. This number has more than doubled over the past 15 years and involves 3-5% of Health Care System Budget. Current therapy consist in either a kidney transplant, haemodialysis 3 times a week or a better outcome, cost effective, home based peritoneal dialysis. Although widely demonstrated to have greater results it's only used in 11% of the cases because of its drawbacks: peritonitis, poorly biocompatible solutions and overfilling of the peritoneal cavity. The actual market is valued at approximately 5 Bln \$ worldwide with a growth rate of 3-5% annually.

Value proposition:

To provide the most safe and efficient automated peritoneal dialysis platform to date, by means of unprecedented sterile connectivity, innovative biosensor capability and more biocompatible dialysis solutions in order to reduce the treatment time and frequency, to reduce the contamination risks and the peritonitis occurrence, while increasing comfort level for the patient and reducing patient training. This should also result in a reduction of overall therapy costs.

Business Model:

Key partners to Glomeria are prescribers, KOLs to provide valuable advice and validation and strategic suppliers. Key activities are the dissemination of the clinical results to the medical associations. Key resources are the highly qualified team with strong competence level in the specific sector and the network of experts and vendors in the dialysis arena. Main channels are the expert national distributors and direct sales force directed to sell to Home Care providers, Hospitals and Medical Associations directing the main efforts to the main Revenue Stream that is mostly related to the National Health Care Reimbursement systems.

IP and Regulatory situation:

All main components of the platform are protected by several patents and patent applications, including the sterile connector, the cyclor system and the personalized medicine process.

COMPANY PROFILE

- **Website:**
www.glomeria.com
- **Field:**
- **Contact:**
ZANELLA Andrea
a.zanella@glomeria.com
- **Location:**
Via PU Frasca Snc
66100 CHIETI
Italy
- **Founded in:** //04/2010
- **Employees:** 12
- **Financial information (€):**
 - **Company stage:**
Pilot Phase
 - **Capital raised to date:**
7.5 million
 - **Monthly burn rate:**
100000
 - **Capital seeking and date:**
5,0 Miln March 2017
- **Investors:**
Quadrivio Sgr , SOFIMAC SA ,
Vertis Sgr , FARO Srl , Spindial
Europe SA