

Sencet

BioFIT 2016 Start-up Slams

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Summary

- 01 Introduction
- 02 Team
- 03 Opportunity
- 04 Solution/Competition
- 05 Business Model
- 06 The Ask



Cancer cell diagnosis

From ONE drop of blood.



Dr Grégoire Perret
Project holder/Scientific leader

Researcher at CNRS :
Biosensor / electronics

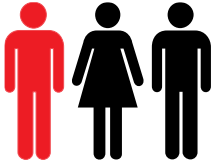


Pr Dominique Collard
Research director at CNRS

Adviser / Evangelist

Biosensor and oncology

Key future hire : Business developer specialized in Biology and medicine



1 in 3 people
will develop cancer during their lifetime

One example : Survival of Breast cancer



- More than **90% survival rate**



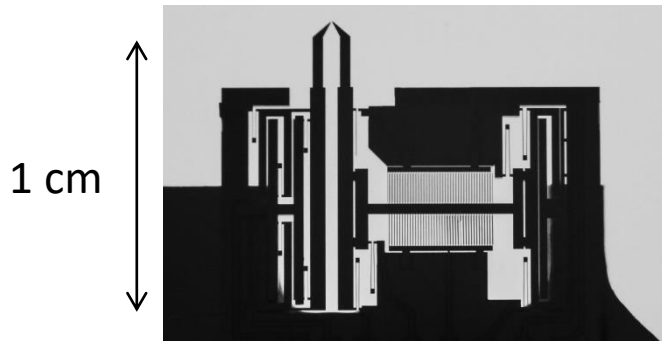
- For the secondary tumor : **30% survival rate**



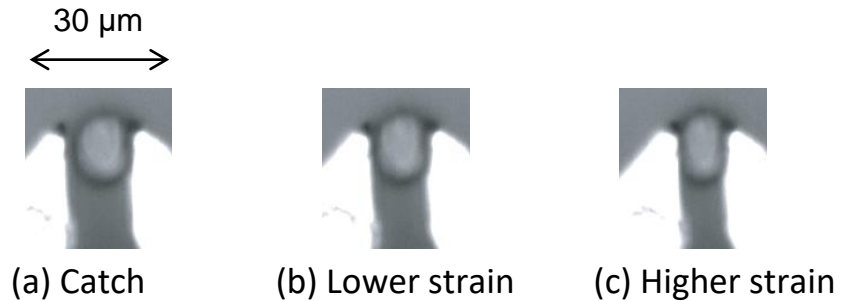
No relevant solution for the early detection of Cancer

Silicon NanoTweezers : A ground breaking technology

New measurements made possible



A unique **characterization platform** for multi-parameter measurements on **single cells**



3 patents have been deposited



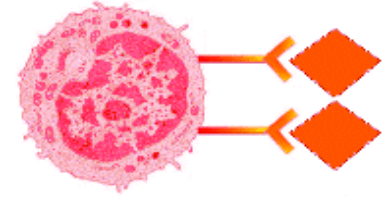
Sorting algorithms will be industrial know-how protected by secret



R&D being done now, large potential for further patents

Current methods are based on immuno-affinity

- Need specific antibodies + sorting
- Expensive consumables



LSET[®]
by Rarecells

IVDx
IVDiagnostics

Competitive advantages :

- **Cell profiling : better sensitivity and selectivity**
- Weak interaction with cells -> Further biological analysis
- Several Cancer types can be detected with one device
- **Can be integrated into lab on chip for ambulatory**

Potential market of 3 000 cancer institutions worldwide
EUROPE :

14 national research societies on Cancer

6 000 affiliate researchers in EACR (European Association for Cancer Research)

Tech₂Market



R&D tool for Research

- Customer : industry labs, academy
- Versatile tool needed

From end of 2017

First Product

100 k€ + consumable (200€/pc)



Drug Discovery tool

- Customer : Cancer cure industry
- For R&D, associated service in cell culture

From early 2019

Second Product

150 k€ + consumable (150€/pc)

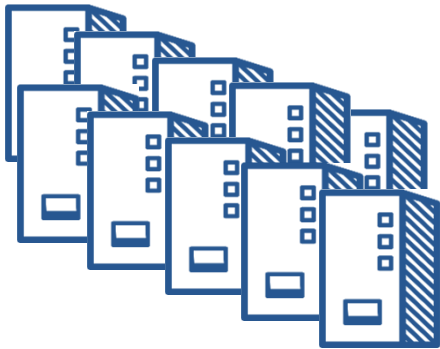


Diagnosis / Prognosis tool in oncology

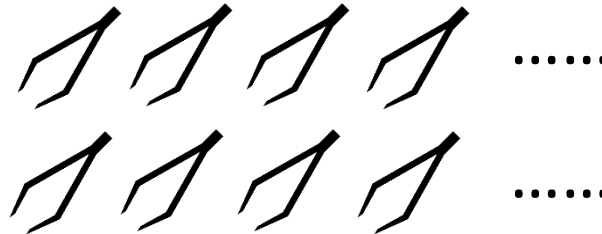
- Customer : Hospitals
- Regulation and standards difficult to meet

From 2022...

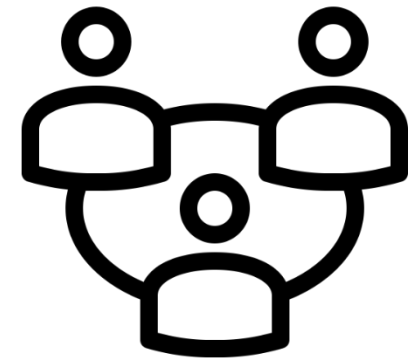
- To enter the market (1M€)



10 machines
500k€



1000 tweezers (consumable)
400k€



Human resources
100k€ (3 people/1 year)

Burn rate : 1M€/year => 1 year to sell our products 10 machines

Contacts

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Sensing Cell Technologies



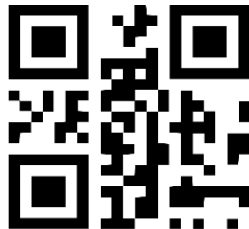
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Grégoire Perret

Project holder/ Scientific leader

**THANK YOU FOR YOUR
ATTENTION**

Questions and Answers

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