



GENEL

One line pitch:

GENEL and its partner develop the TAXIcure, an efficient and non toxic delivery agent for a promising class of anti-cancer drug named RNAi therapy

Market Analysis:

Cancer it's 12 million new cases and 8 million deaths each year. We need efficient treatments but 90% of these drugs fail in clinical trials because they are too toxic and non efficient. RNAi therapy will revolutionise cancer medicine. The majority of cancer are due to defect in genes. RNAi is a promising new class of drug that is able to suppress defective gene in cancer. The revenue of RNAi therapy is expected to reach \$3 billion in 2018. However, we have difficulties to efficiently deliver RNAi to tumor. Thus, the global RNAi drug delivery market is very active and expected to reach nearly \$38,8 billion by 2018 with an annual growth rate (CAGR) of 27.2%.

Value proposition:

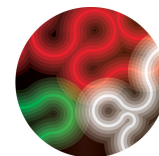
The RNAi delivery market is dominated by Tekmira and Alnylam companies. They offer to client expensive and close partnership to put RNAi in the core of their vector. Thus, 60% of Biotechnology companies don't have enough money to invest in this vector and prefer developing RNAi therapies without delivery agent. Taxicure brings a new strategy to transport the RNAi. It transports RNAi on the border of the vector. Thus, we are able to make "generic" vector that clients can customized with their RNAi. This generic based-strategy will disrupt RNAi delivery market by increasing the delivery efficiency by 30%, reducing delivery price by 40% while maintaining a high GENEL 's margin of profit.

Business Model:

We are looking at producing a large batch of TAXIcure (Fab-less) and selling it upon request. Our business model is based on licence fees and sale of TAXIcure batches during clinical trials. Then we will ask for royalties when the RNAi therapy using TAXIcure will be on the market. Thus we expect a 40 million dollar turnover in 2021. We estimate GENEL value for sale between 100-200 million dollar in 2021 (in view of the deals in this sector).

IP and Regulatory situation:

8 patents protect TAXIcure formulations and RNAi-TAXIcure complex. These patents have been filled by our partner (CEA_Leti). The patent negotiations are now in its final stage.



genel
THE RNAI SWITCH

COMPANY PROFILE

- **Website:**
www.genel.fr
- **Field:**
- **Contact:**
SAINT-AURET Gaelle
gaelle.saintauret@genel.fr
- **Location:**
4 Quai Xavier Jouvin, 38000
Grenoble, France
38000 grenoble
France
- **Founded in:** //07/2014
- **Employees:**
- **Financial information (€):**
 - **Company stage:**
Proof Of Concept
 - **Capital raised to date:**
0
 - **Monthly burn rate:**
50 000
 - **Capital seeking and date:**
5 000 000 for september 2017
- **Investors:**