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

One line pitch:
InnaVirVax is a clinical stage company developing an immunotherapy that is going to change the paradigm of HIV therapy.

Market Analysis:
This standard of care of HIV therapy, namely combined antiretroviral therapy (cART), is a $15 billion yearly market. The main medical needs from cART are that (i) HIV is not eradicated and (ii) that a significant part of the patients have an insufficient immune reconstitution (leading to increased morbi-mortality). Eradication of the virus is a long term goal. A new frontier is to allow patients to control themselves the infection while being off cART, namely functional cure, enabling the patients to avoid all the secondary effects of cART. The functional cure market is expected to be in the range of $0.5 to 2 billion or even more depending on the patients eligible to functional cure therapy. The market for immune restoration is expected to be in the range of $400 million up to 2 billion.

Business Proposition:
VAC-3S immunotherapy relies on a totally innovative insight into HIV infection explaining the immunopathogenicity of HIV with respect to CD4+ T-lymphocyte (CD4) depletion and the immune dysregulation occurring during the disease. VAC-3S is to promote immune restoration in HIV-infected patients. This will allow patients to decrease and control the viral reservoir, the sanctuary where the virus resides, thereby enabling patients on cART to undergo functional cure. VAC-3S Phase 1/2a clinical study in patients on cART has shown that it is safe, well tolerated, easy to administer, and importantly leading to a decrease of the viral reservoir. On the other hand, cART patients, with poor immune response would achieve immune restoration through VAC-3S-mediated therapy.

Competitive Advantage:
The main competitive advantage of VAC-3S is that it is safe and well tolerated. Moreover, Phase 1/2a clinical study on VAC-3S has shown that VAC-3S lead to a decrease of the HIV reservoir, the main target to promote functional cure. VAC-3S is the first experimental medicine showing such a decrease putting VAC-3S in the lead towards a functional cure goal. Being safe and well tolerated it could be combined if needed with other experimental medicine currently developed in the functional cure arena. On the side of immune restoration, the phase 1/2a clinical results have shown that 3 markers of immune restoration are positively and significantly modulated making VAC-3S a compelling candidate for this therapeutic indication.

Investment Attractiveness:
The immunotherapy developed by InnaVirVax has the potential to change the therapeutic paradigm in HIV infection. It will enable the patients to shift from antiviral therapy with the associated side effects and non AIDS diseases to a new therapy (functional cure) with a decrease of all these burdens. Patients undergoing functional cure therapy will control the infection, through the help of their immune system.

IP Situation:
VAC-3S is protected by two families of patents; these are owned by Inserm and AP-HP. A worldwide exclusive license was granted to InnaVirVax in May 2009. InnaVirVax has filed four more patent applications protecting specifically VAC-3S. Moreover, InnaVirVax has the freedom to operate on VAC-3S.