

## NEOLYS DIAGNOSTICS

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



### One line pitch:

Neolys Diagnostics develops a decision-making tool to radiation oncologists, allowing them to personalise the treatment: avoiding side effect; improving the efficacy.

### Market Analysis:

40% of cancers are cured with radiotherapy, either on its own or combined with other modalities (ie chemotherapy). In 2012, 0.17M patients were given radiotherapy in France, 1.3M in the EU and 0.82M in the USA. Thus, more than 2.1 million courses of radiotherapy were administered in the EU and the USA in 2012. 20% of these patients will experience serious side effects related to radiosensitivity even radio-induced cancer (common in paediatric oncology) and another 20% will have a non optimal treatment efficacy. Furthermore, guidelines from the national organisms (e.g. the ASN in France) are aiming at cutting down the incidence of adverse reactions. Neolys Diagnostics is creating a multi-billion € market with its functional tests for a personalised radiotherapy.

### Business Proposition:

Among 2.5M of new cases of patients treated by radiotherapy every year, 5 to 20 % of these patients will show severe tissue reactions due to radiosensitivity on the short-run, even radio-induced cancers. Similarly, It is not possible for radiation-oncologists to know, before treatment, if a tumor is radioresistant or not. A radioresistant tumor would need higher doses of radiation, which increases the patient's risks. Defining the right radiotherapy strategy and the right dose for each patient is an everyday delicate question for practitioners. Neolys Diagnostics proposes the very first tailored made decision-making service for radiation oncologists, directly implementable to all their patients.

### Competitive Advantage:

**SCIENTIFIC ADVANTAGES:** Based on solid, recognised science; Clinical correlation in > 125 patients; Results independent of the patient's prior treatment history; Very good specificity and sensitivity; A clear risk/benefit ratio. **MARKET ADVANTAGE:** rapid identification of at-risk patients followed by in-depth characterisation of these patients; A clear decision making tool to radio oncologists providing a therapeutic index; ISO 15 189 implementation. **CONTEXTUAL ADVANTAGES:** Known to, recognised and followed by institutions (ASN; IAEA; ICRP; WHO); Supported by a network of radio oncologists (60) in 32 centres; Joint publication with 50 radio oncologists in fall 2015; Answering a major issue in national and European health care policy.

### Investment Attractiveness:

In a year time (company created in April 2014), we have mobilised more than 1M€ (non-dilutive) on the project. A round A has been initiated in order to raise 2 M€ in 2015 with 3 main goals: 1 Implementing the clinical trial at European scale; 2 Initiate first sales end of 2016; 3 Industrialisation. Thorough reviews are under way with a pharmaceutical company and family offices. A round B (end of 2017) will raise 6 M€ to: 1 Obtain reimbursements in the 4 targeted EU countries by 2020 and give us the capacity to auto-finance worldwide development; 2 Initiate first sales in the US; 3 Increase capacity. Based on its potential market, the support from practitioners and the maturity of the technology, investors from round A can expect an IRR above 80% over the next 5 years.

### IP Situation:

Neolys Diagnostics technology platform is protected by: 2 PCT patents, 3 new patents and a 6th patent under submission (with IXAS conseil); a proprietary algorithm; exclusive laboratory expertise; a proprietary database. To demonstrate the IP solidity, measure its strength, consolidate competitive dynamics and assess the freedom to operate, the management of Neolys Diagnostics asked Avenium to accompany us in this respect. A road map for IP strategy was therefore compiled in October 2014 and followed thereafter.

### COMPANY PROFILE

- **Website:**  
www.neolysdiagnostics.com
- **Contact:**  
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- **Location:**  
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étage  
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- **Founded in:** 01/04/2014
- **Employees:** 5
- **Management:**
- **Financial information (€):**
  - **Company stage:**  
One year from first sales
  - **Capital raised to date:**
  - **Monthly burn rate:**
  - **Capital seeking and date:**  
2 000 000 by the end of 2015
- **Investors:**
- **Referred by:**  
Lyon Biopole