

Biotts see its role in the market as a technology enabler. It focuses on helping pharmaceutical companies with injectable products on the market develop additional non-invasive alternatives for their patients. The current focus is on securing financing to implement its strategy. **Biotts are open to further developing its products, looking for B2B collaborations and is eager to expand its technology platform (e.g., through joint ventures).**

## PRODUCT OVERVIEW

Non-invasive (without micro-needles) transdermal delivery of peptides and proteins - larger molecules than traditional technology allows. Key characteristics:

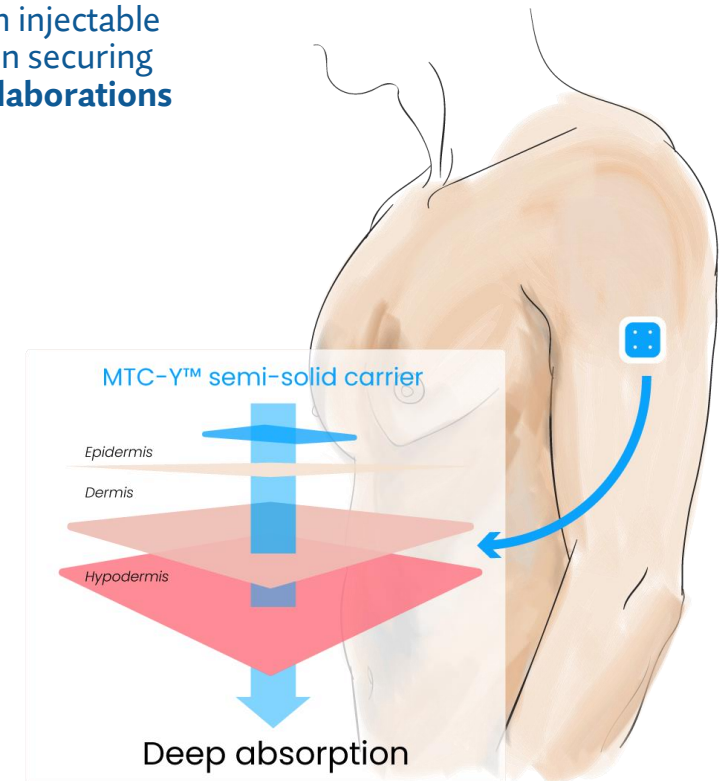
- ✓ **cost base comparable to injections,**
- ✓ **improved therapeutics;** sustained and constant blood plasma concentration levels,
- ✓ **greater convenience.**

Currently in development:

- ✓ **Semaglutide Patch** (type2 diabetes and obesity - allows weight loss of up to 20%),
- ✓ **Insulin Patch** (type 1 and type 2 diabetes - eventually 2 patches per week would replace daily insulin injections).

## COMPANY DETAILS

Founded in 2018, Biotts began as a university spin-off and has been thriving in the field of transdermal drug delivery. What makes Biotts unique is that their proprietary universal transdermal carrier technology can deliver larger molecules like proteins and peptides effectively and efficiently through the skin. Owner of multiple patents. Part of a joint venture for the development of transdermal insulin. So far focused on research and development, now seeking to combine technology with business opportunities. Biotts just completed human clinical phase 1 trials successfully, confirming the safety and efficacy of the technology on humans. Human clinical trials with the two focus programs – transdermal insulin and semaglutide – are scheduled to start later in 2024.



Source: Biotts promotional materials.

# Gekko Photonics



**Gekko Photonics is open to product expansion and new uses of technology.** It is looking for cooperation in the areas of MMA, joint venture and fundraising. Also interested in business alliance regarding medical products and technical alliance concerning miniaturization of glucometers (GlucoActive). Ideally interested in B2B2C collaboration.

## PRODUCT OVERVIEW

**Gekko Photonics is rapidly developing spectroscopic technology in medicine facilitating non-invasive diagnostic measurements.** Distinguished by their methodological superiority over competing laboratory-developed solutions, Gekko Photonics' products offer significant advantages, including:

- ✓ **real-time measurements**, streamlining and simplifying the diagnostic processes for faster and more efficient outcomes,
- ✓ **financial savings.**

In the pipeline for development, with plans for commercialization in 2025, are the following products:

- ✓ **GlucoActive** – non-invasive glucose meter providing immediate and accurate results,
- ✓ **Nourica** – allowing for precise and inexpensive screening of various health biomarkers, including cortisol, creatinine, vitamin C, iron, Lactic acid, pH, zinc, and urea.

## COMPANY DETAILS

Gekko Photonics specializes in non-invasive diagnostic solutions based on a proprietary version of Raman spectroscopy. The deployment of their first product, Spectrally, in the chemical industry has driven significant savings and success. With four patents secured and more in progress, Gekko Photonics is pursuing EU and FDA certifications. Seeking a Japanese investor/partner to amplify the company's global impact.



Source: Gekko Photonics promotional materials.

**Open to collaboration with prospective investors and partners**, Visual Tech-Lab actively engages in market education about its cutting-edge technology. The company is currently in the process of completing case studies and articles while **actively seeking partnerships with manufacturers, distributors, and other potential collaborators**. Looking ahead, Visual Tech-Lab envisions substantial growth beyond its current focus on implementology. Capitalizing on its developed technology, the company aims to venture into the orthodontics and veterinary markets, unlocking new and promising opportunities.

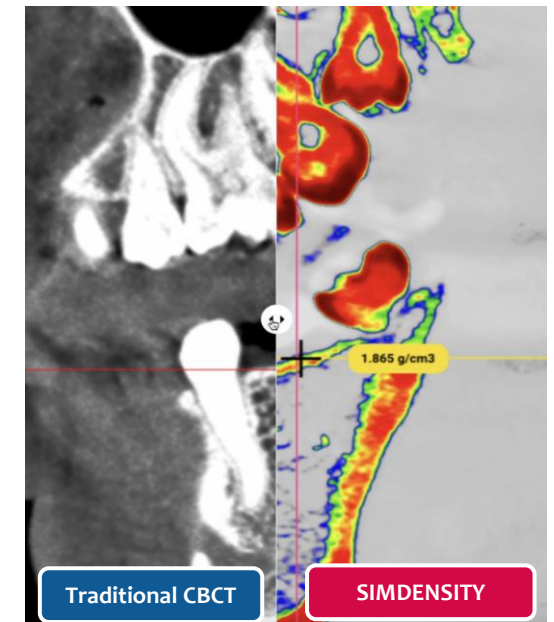
## PRODUCT OVERVIEW

**SimDensity offers doctors precise measurements of bone density.** Supported by the SaaS system and equipped with a compact Density Phantom, this technology enables accurate assessments, playing a crucial role in comprehensive treatment planning. SimDensity's innovation fills a significant gap in the current market by offering a precise method to quantify a patient's bone density in grams per cubic centimeter, empowering healthcare professionals to assess it before surgery. The advantages include:

- ✓ **Non-invasive pre-surgery assessment,**
- ✓ **Reduced potential for implant replacement** (estimated up to 20%),
- ✓ **Enhanced long-term cost-effectiveness,**
- ✓ **Time savings** in CBCT Diagnostic Analysis,
- ✓ **Decreased procedure-related risks.**

## COMPANY DETAILS

Founded in 2021, Visual Tech-Lab is a growing startup focused on revolutionizing the implant industry. With three patents secured and a fourth in progress, our product has gained approval from implementologists and implant manufacturers including Thommen Medical from Switzerland. The company is currently undergoing Class IIa medical certification, set for completion in Q3 2024. With 0.5 million in secured grants and investments, Visual Tech-Lab is directing funds toward R&D, product development, and implementation. The start-up's core mission is to prioritize patient well-being and provide top-quality treatment.



Source: Visual Tech-Lab promotional materials.

# Runner - up

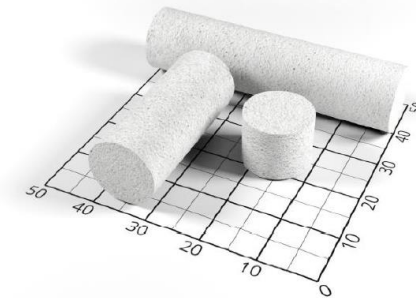
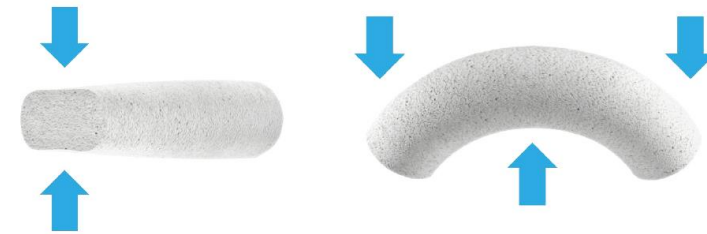
# Medical Inventi

**Currently looking for investors to help expand distribution and scope of products' usability.** More capital is needed in order to start clinical trials (e.g., on the applicability of the FlexiOss® to the spine and oncologic orthopedy). Currently Medical Inventi is taking part in international academic studies, eager to get involved in new ones. Oriented towards signing distribution agreements. **Especially interested in Japanese market because of its size, perspectives of opening to other Asian markets and quality of clinical excellence.**

## PRODUCT OVERVIEW

FlexiOss® is an innovative **bioactive bone substitute composite**, designed for enhancement of process of reconstruction of bone defects. In comparison to the competitors, FlexiOss® is characterized by its user-friendly features:

- ✓ its **flexibility after soaking**. Once the material (similar to pumice) is soaked into any fluid, like antibiotics or patient's blood, it exhibits plasticity properties in contrast to the competitors today - which possesses less flexibility, or do not have mechanical strength of the FlexiOss®;
- ✓ **positively affects bone tissue regeneration process**;
- ✓ allows implementing in defects **varying in sizes** (up to 7 cm in length);
- ✓ consists of **non-animal materials** (lowering risk of pathogen transmission and appearance of allergic reactions and especially important on the Middle Eastern market).



Source: Medical Inventi promotional materials.

## COMPANY DETAILS

Small, Polish company with big, global ambitions who has already taken steps in this direction. The company was established in 2011 as a spin-off from the Medical University of Lublin, and since then, it has undergone CE and QMS certification, conducted numerous clinical studies, and medical experiments in three primary fields: Dentistry, Orthopedics, and Veterinary. The owner of commercialized valid patents, with three-stage patent protection. Possess opinions for internationally recognized orthopedists.

Operating on the basis of mixed capital: institutional and private funding, Business Angels and foremost grants, summing up to US\$5,4 million. Operating on B2B, B2C market - both private and public institutions. Present in Europe, Middle East, Asia (Singapore, Vietnam, Philippines, soon Malaysia). Not yet in Japan.

**Open to B2B collaboration, investors, cooperation with manufacturers of electronic components, looking for partner within Japan.** Initially aimed at pets Biocam's endoscopic capsule is expected to be commercialized in a relatively short period of time and is expected to be available in mid-2024. Commercialization for humans is scheduled for end-2024 after obtaining CE certification. Biocam is seeking to establish communication with potential customers of veterinary technology in the pet care sector and initiating connections with companies' adept at navigating the medical product regulatory environment, particularly in Japan, to facilitate the certification process. Furthermore, Biocam is open for technical alliance of electronic components key to Biocam's technology and investors.

## PRODUCT OVERVIEW

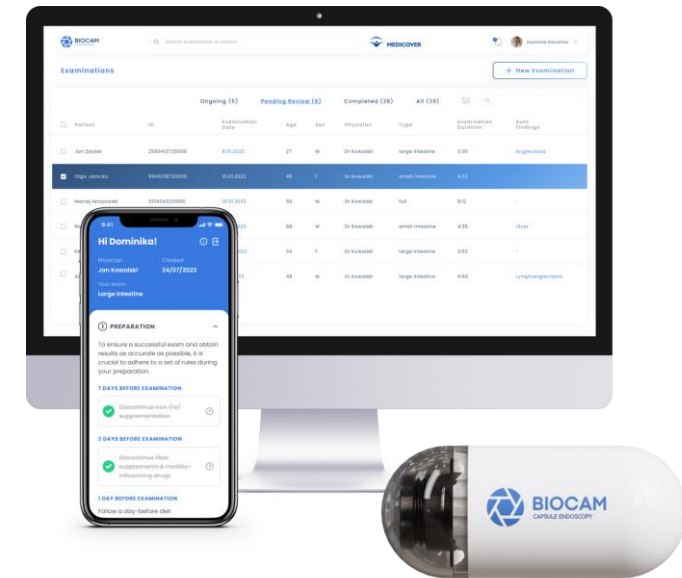
**Endoscopic capsule for remote, home-based examination of the entire digestive system**, along with an image analysis system for automatic detection of pathological changes and to assist doctors in the diagnostic process. The technology includes an endoscopic capsule, a mobile application for patients, and a telemedical platform. Biocam shows its competitiveness by:

- ✓ **price** (significantly cheaper than alternatives),
- ✓ **NBI (Narrow Band Imaging) lights technology** – allowing to take pictures under different light conditions, which gives additional diagnostic value,
- ✓ **AI algorithms**, which saves doctors time by suggesting possible pathologies,
- ✓ **home-based examination** - no need to visit the hospital,
- ✓ **examination of the entire digestive system** (both colonoscopy and gastroscopy).

## COMPANY DETAILS

A four-year-old medtech startup from Poland with a team of over 50 people - experts in the field of microelectronics, optics, machine learning, medicine, and business, which raised so far approximately EUR 2.2 million in capital from investors, VC funds and European grants. In 2024, Biocam is planned to be commercialized and certified, meanwhile taking steps towards FDA registration. Already arranging collaboration with Big Pharma, government departments, and medical facilities in order further develop Biocam.

Biocam's main goal is to encourage more people to examine themselves when it is still possible to treat them.



Source: Biocam promotional materials.

Having initially concentrated on fostering partnerships with educational institutes and universities, BrainTech is currently exploring diverse avenues for collaboration and new opportunities. The company is particularly **keen on establishing research collaborations within Japan, with a specific emphasis on data collection initiatives**. This focus aims to facilitate the identification of biomarkers associated with affective disorders and anxiety states, aligning with BrainTech's commitment to advancing scientific understanding and innovation.

## PRODUCT OVERVIEW

BrainTech develops EEG/BCI technologies oriented towards diagnosis and therapy of psychological illnesses. Company actively participates in many research projects, among which are:

- ✓ **SVAROG** - the best bioelectrical signal viewer within free and open softwares,
- ✓ **implemetation of Wireless BCI Headset,**
- ✓ **research at the “Alarm Clock” Clinic** (hospital for children after severe brain injuries),
- ✓ **PISAK** – Polish Integrative System of Alternative Communication – open and free software for the disabled.

## COMPANY DETAILS

BrainTech is a company established by scientists, kicked off with the first demonstration of a brain-computer interface (BCI) in Poland. The company raised so far up to €2 million in grants. With over than 12 years of experience of BCI/EEG technology development and participation in projects with educational institutes, BrainTech focus is to help those with mental and neurological illnesses.



Source: BrainTech promotional materials.