



MITSUBISHI RESEARCH INSTITUTE, INC.

Japanese Life Sciences SME

Pitching & Partnering Event

November 21st 2019

58 Victoria Embankment, London



**Innovate
UK**



OXENTIA

Welcome

Join us, in person or via video conference for the Japanese Life Sciences SME Pitching and Partnering Event, in association with Mitsubishi Research Institute.

Oxentia is excited to present 10 outstanding Japanese life science companies seeking delivery partners and investment opportunities in the UK.

The companies pitching were shortlisted, based on the results of an intensive workshop for highly promising university and research institute spin outs, which took place in Tokyo, Japan in September of this year.

To register your interest in this event, [please fill out this form](#) with your name and contact details or email Masashi Matsunaga matsunaga@oxentia.com, and specify if you would like to attend in person or join via video conference call.

Oxentia expects any investments made from its programmes to comply fully with UK regulatory processes.

Schedule

16:00

An introduction from Dr Tim Hart

16:15

Pitching

17:30

Refreshments & Networking

17:45

Pitching

19:00

Refreshments & Networking



Dr H. Joon Paek
VP, Corporate
Development

Metcela Inc.

Regenerative medicine

Metcela Inc. is a pre-clinical stage biotech startup in Japan. At Metcela, we are developing an innovative, clinically viable and efficacious cell therapy for chronic heart failure using a specific type of fibroblasts found in the heart, called “VCFs” or VCAM-1-positive cardiac fibroblasts. The effects of VCFs in cardiac function have been demonstrated in various animal heart failure models. VCF’s main function is to modify the microenvironment of the infarcted heart to promote survival and proliferation of pre-existing cardiac cells. Unlike many other technologies, our approach is to truly regenerate the cells that already exist in the heart and help them thrive in a more favorable environment that VCFs create.

For cell delivery, we have teamed up with a leading catheter manufacturer in Japan to develop a unique injection catheter system which can assist the clinicians to precisely inject VCF to the infarcted areas. Combining the novel characteristics of VCFs and an optimized precision delivery catheter, we are preparing to initiate an investigator-initiated phase I clinical trial in Japan in early 2021 and later bring the technology to other parts of the world.

We are currently raising series B round to support our pre-clinical and clinical activities.



**Dr Satoshi
Tamaki**
Chief Scientific
Officer

MOLCURE Inc.

AI Drug Discovery

MOLCURE Inc. provides a next-generation drug discovery technology integrating artificial intelligence and biotechnology. This AI technology is used by four big pharmaceutical companies. We plan to expand our technology to pharmaceutical company all over the world. For international expansion, we are looking for the following support:

- Expanding sales channels: building an international network of connections with pharmaceutical companies
- Expanding our sales team: international sales team
- Positioning in market: wisdom and network to build up a strong position in market
- Investment from global investor: \$5 million USD for expanding of sales channel, expanding of sales team, reinforcing equipment and continuous R&D It is grateful if you become a part of force for cure patients all over the world.



**Dr Masato
Fujioka**
Co-Founder

Otolink Inc.

Regenerative medicine

The number of people suffering moderate to severe hearing loss who needs hearing aids for conversation is estimated to be 500 million. Its annual socio-economic loss is estimated to be \$750 billion US dollars. In spite of the medical need, there is no rational treatment.

Otolink Inc., a biotech startup spun off from Keio University School of Medicine, is developing treatments for hearing loss using human iPSC-based drug screening, and an IoT-based hearing and dizziness data collection system.

For early development including screening and hit-to-lead for two pipelines, we are looking for a £15 million USD investment for 2020.



Tensox Inc.

Regenerative medicine



**Dr Andrew
Gibbons**
CTO
(Non Executive)

Tensox is a startup founded by experts in material science from Kyoto University and the University of Cambridge.

Our patented, recently published technology allows us to print microstructure at 1/1000th of a millimetre in plastics. Not only can this be utilized for high resolution, it can be used to create microfluidic devices in a completely new way.

We see a number of exciting applications for our platform technology, from anti-counterfeit security printing to fabrication of small scale biomedical devices. It is the goal of Tensox to selectively license out and develop our technology on an application by application basis while we develop microfluidic products with our next generation platform.

To promote the growth and operation of Tensox over the next few years, we are seeking \$800,000 to \$1.5 million USD. Tensox is looking for investors that have unique knowledge of the biomedical device market and who are willing to support a brand new platform technology with great and wide potential.



**Shogo
Yamashita**
VP Technology
Development

KORTUC Inc.

Cancer Research

KORTUC (Kochi Oxydol Radiation Therapy for Unresectable Carcinomas) is a novel radio sensitizer to enhance the efficacy of radiotherapy treatment for cancer. It consists of a solution of hydrogen peroxide and sodium hyaluronate that is injected directly into tumors during multi-week radiotherapy treatments.

Nanobiotix, which is a comparable company, met the endpoints of a single pivotal P2/P3 trial for soft tissue sarcoma and obtaining regulatory approval in Europe. Its market cap is approx. £220 million USD. Our product can be adopted to all types of solid cancers, and we can distribute our product globally, not only EU, US and Japan, but also African and Asian countries. So, our valuation will be larger than that of Nanobiotix. Moreover, we have high success probability. More than 1,000 Japanese patients have already benefited from KORTUC therapy, and Phase I trial in the UK for breast cancer has been successfully completed.

- We need approximately \$12-24 million USD to expand our scope.
- We are now at the stage of Phase II clinical trial in the UK for breast cancer as a pivotal study. We have adequate funds to conduct the clinical trial.
- \$12-24 million USD million will enable us to start trials for other indications, in parallel with our first Phase II trial in the UK for breast cancer.



Pohsing Ng
President &
Chief Executive
Officer

HanaVax Inc.

Vaccination

HanaVax are developing Nasal Vaccine targeting infectious diseases based on technologies developed at IMSUT; University of Tokyo.

HanaVax is seeking investors for Series B (\$5 million USD; Feb 2020). Series B cash injection together with 3MUSD non-diluted fund from JP government and milestones payment from business partner will be allocated for API (Active Pharmaceutical Ingredient), Formulation & IND Enabling Test of our lead product; “pneumococcal vaccine against all pneumococci”. At Series B phase; Company estimated pre-injection value shall be ranged at \$35 million USD. Based on potential value of lead product; we expect valuation at IPO stage shall be over \$500 million USD.

HanaVax has signed a LOI with Yisheng Biopharma; a Beijing based vaccine manufacturer; aiming to negotiate out-licensing deal for lead pipeline in China. Company shall withhold exclusive right for rest of the world including key markets (US & EU). Company will also develop other pipelines (NTHi, RSV, TB and HPV) based on Company patented IP.

Value of Company IP: Conventional vaccines can't prevent the invasion of pathogen at respiratory tracts (nasal cavity and lung). Company platform technologies; enabling selected protein antigen capsulated in cationic nanogel (Company IP); can directly spray into nasal cavity without an injection needle. This nasal vaccine approach can prevent the invasion of pathogen at respiratory tracts with secretion of IgA.



**Takuma
Nakatsuka**
Director of CEO
Office

RIN Institute Inc.



Antibody

Rin Institute Inc, National Cancer Center start-up, is at an early stage of anti-body development, looking for collaborative research and/or development partnering companies, expecting to raise capital of \$3 million USD to be used for developing antibody companion diagnostics for as well as analysis of TMEM180 functions in tumor growth in the next round of financing.

Investors can expect the following benefits from investing in Rin Institute on top of the economic returns from their investment.

- Enhanced opportunities to discover hidden scientific/business assets in other Japanese life science ventures by strengthening network with and access to research/academic community and its professionals as well as government and regulatory institutions through Rin's affiliation with NCC, key player in basic research and clinical activities in cancer in Japan
- Leveraging its existing investment portfolio companies and their research and business capabilities to help Rin Institute enhance its R&D thorough collaborative research and other partnering opportunities
- Diversifying investment portfolio in terms of regions and area of specificity



**Mr Takahiro
Yokochi**
Head of
Business
Development

Cyfuse Biomedical K.K

Regenerative medicine

Cyfuse Biomedical is regenerative medical startup who aims of contributing to save a number of patients in response to meet the unmet medical needs that were not satisfied by existing surgery or treatments by utilizes our unique platform technology of three-dimensional cell layering technology.

The platform technology which Cyfuse Biomedical provides to the market is novel approach that create implantable 3D tissue with only cells. We believe this is only one approach in the market and we are aiming to meet and develop new partnership to realize new medical treatment for patients with this innovative three-dimensional cell layering technology in Europe region.

We are looking for potential partners who share our vision and who we can work together with to realise and pioneer the development of regenerative medicine and cell medicine. We are also seeking Industry-government-academia collaboration.



**Toshiaki
Akita**
Chief Executive
Officer

iCorNet.Laboratory Co.



Medical Device

The Patient-Specific Cardiac Support Net (PS-CSD) treats an exacerbation of heart failure by wrapping the left ventricle. This new device fills the treatment gap between ongoing drug therapy and heart transplantation (HTx), and alternative to VAD as well.

Patient-specific design: Less invasive, less complication, more effective

Target Market: Dilated Cardiomyopathy with NYHA-III (50 thousands in Japan, several hundred thousands patients in US)

Expected Sales: 2000 cases & \$70 million USD/year in Japan, 5000 cases & \$200 million USD/year in US

Cost effective: Comparatively affordable than VAD, HTx & regenerative medicine.

Future application (Series B):

1. Cardiac resynchronization Therapy (CRT) with CSD to non-responders to CRT (about 30% of CRT)
2. Painless (<0.4J) Implantable Cardioverter and Defibrillator (ICD) with CSD (patent pending); Paradigm shift in ICD treatment (10~35J~0.4J; instantaneous defibrillation before loss of consciousness) huge market size (>\$1 billion USD in worldwide)

Business model: OEM to every CRT/ICD manufacturer

Series B: Further fund of \$3 million USD is required for clinical study in Japan to get PMDA approval.



**Dr Naoyuki
Yamamoto**
Tokyo Institute
of Technology

JFR Co. Ltd.

Compounds

JFR Co.,Ltd., which is a science oriented facilitating venture company, and Tokyo Institute of Technology, which is a national research university located in Tokyo are looking for support from VCs for the research and development of opioid peptide and its commercialization. We have a thoroughly studied opioid peptide which is safe and effective in use for improvements of stress, quality of the sleep, stress linked gastric disorder, and Irritable Bowel Syndrome. However, it is still a laboratory basis and we would like to proceed for clinical trials and its commercialization. We are thinking two ways of application. One is oral administration in solid format (e.g. tablets, capsules, caplets, and others), and the other is as a food additive (e.g. powder, granular, liquid and others).

Our current estimation of the market size is about 100 billion yen (approx. \$1 billion USD) and it will expand further because of various stress causes such as urbanization and population congestion throughout the world. We are looking for investment, joint application of patent and business partnering support.