



UM *bioprint*

Everything yo**U** **M**ay print!!!



Problema: necessità di trapianto



**139k TRAPIANTI
DI ORGANI**

**50%–80%
RIGETTO**



Problema: bassa qualità di vita



**SARS-COV-2
LA VITA DI TUTTI
A RISCHIO**

**TERAPIE
IMMUNOSOPPRESSIVE
TUTTA LA VITA**

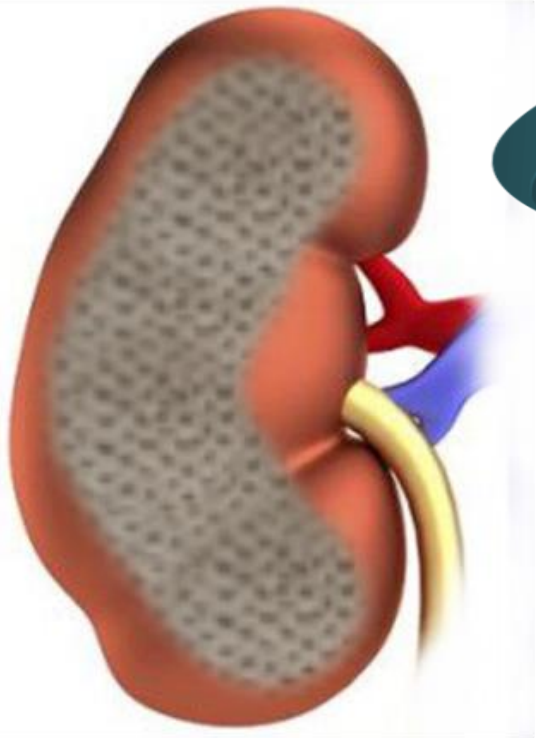


Soluzione: organo-specifica

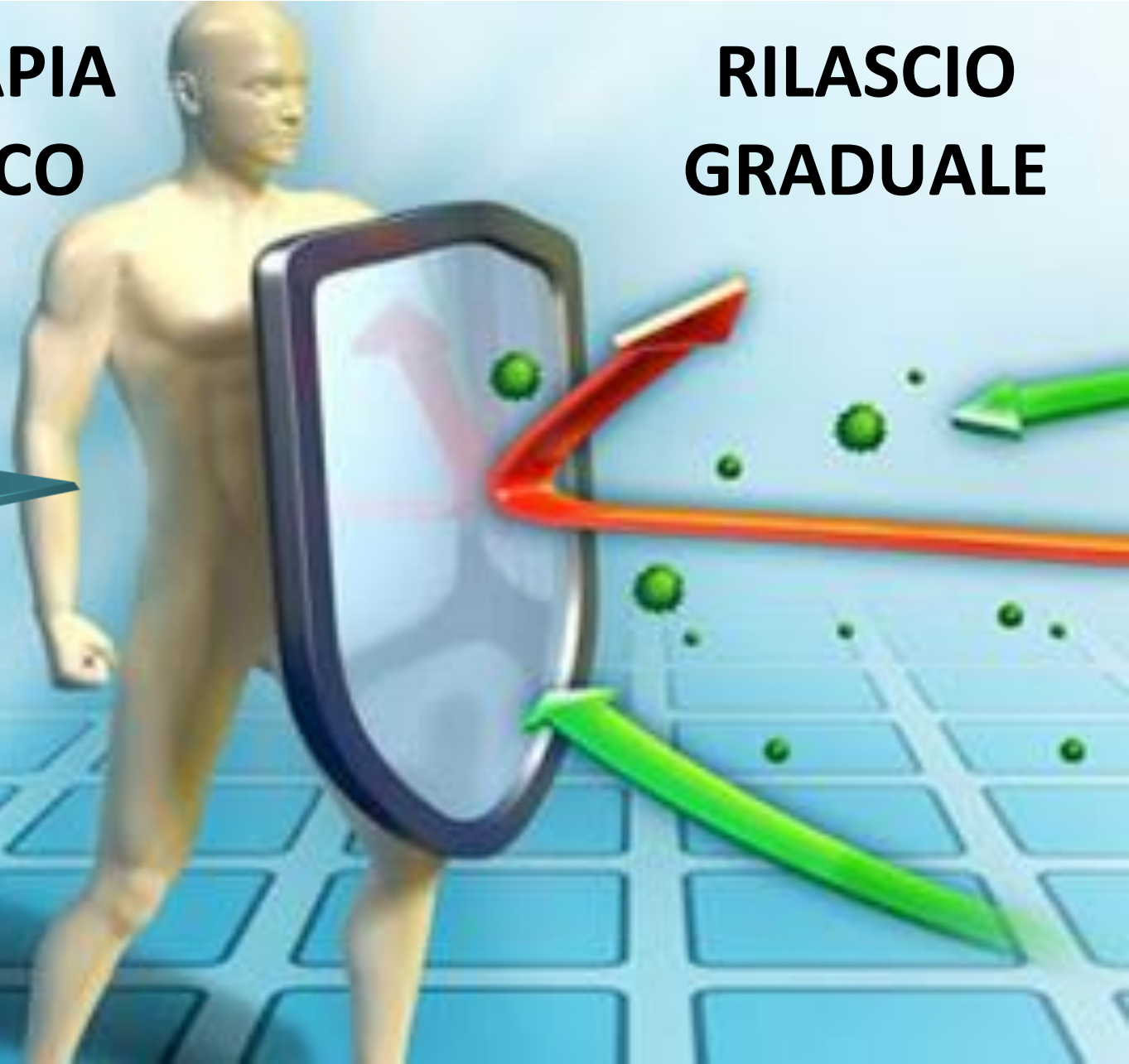


**NUOVA TERAPIA
POLIFARMACO**

**RILASCIO
GRADUALE**



**GARZA HD
UNIVERSALE**

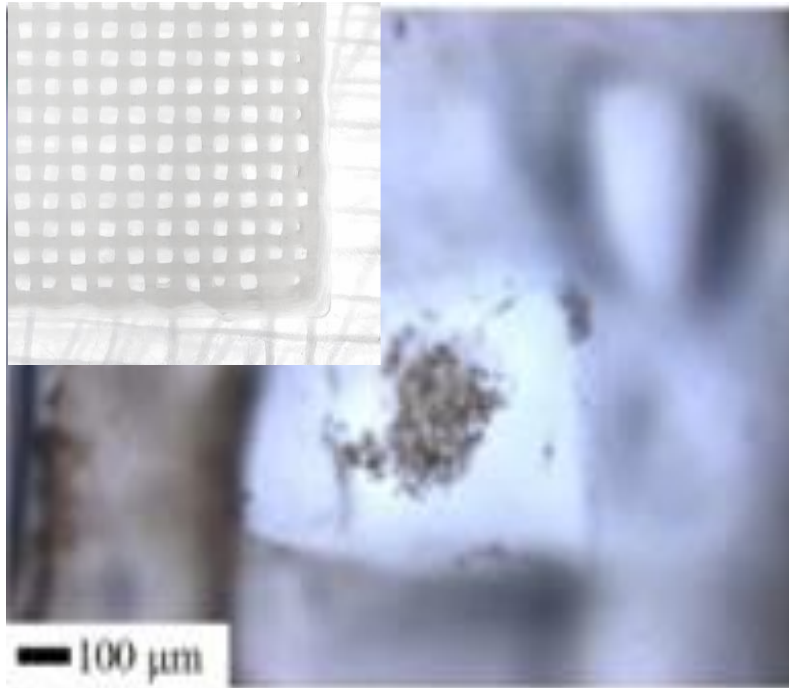




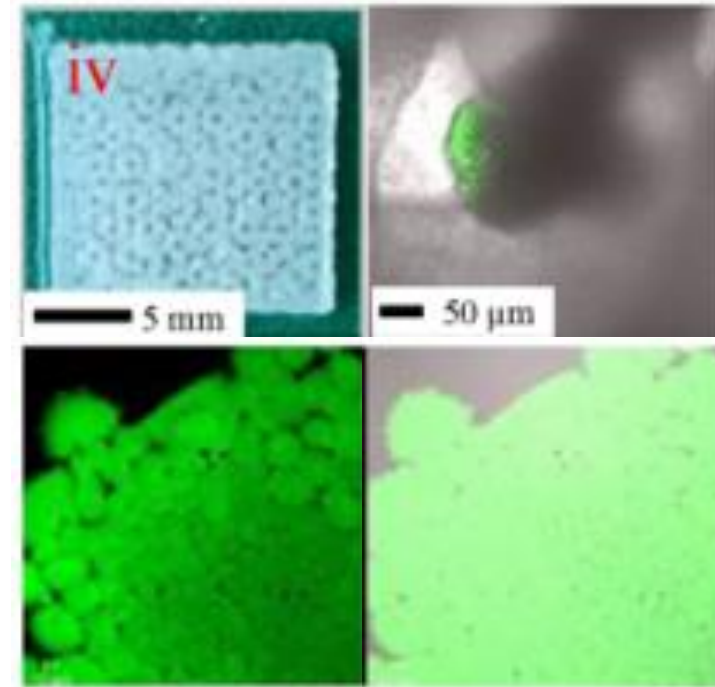
Soluzione: scalabile su ogni ferita



POLIFARMACO TERAPIA E RIGENERAZIONE TISSUTALE



**Garza stampata
tradizionale**



**Garza
UMbioprint**



Soluzione: scalabile su ogni organo



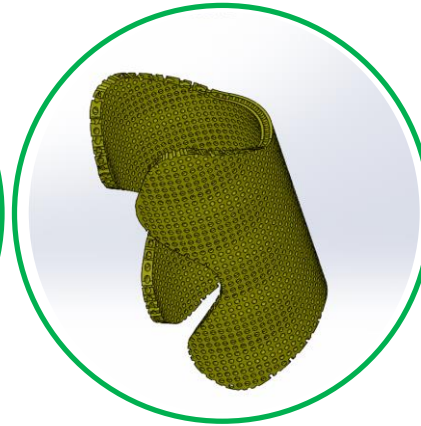
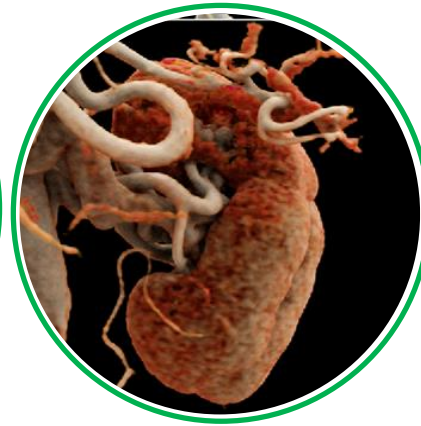
SISTEMA DI PRODUZIONE PROPRIETARIO (PATENT PENDING)

**FORMULAZIONE
RICETTA**

**STAMPANTE 3D
MODULARE**

**LIBRERIA
ORGANI 3D**

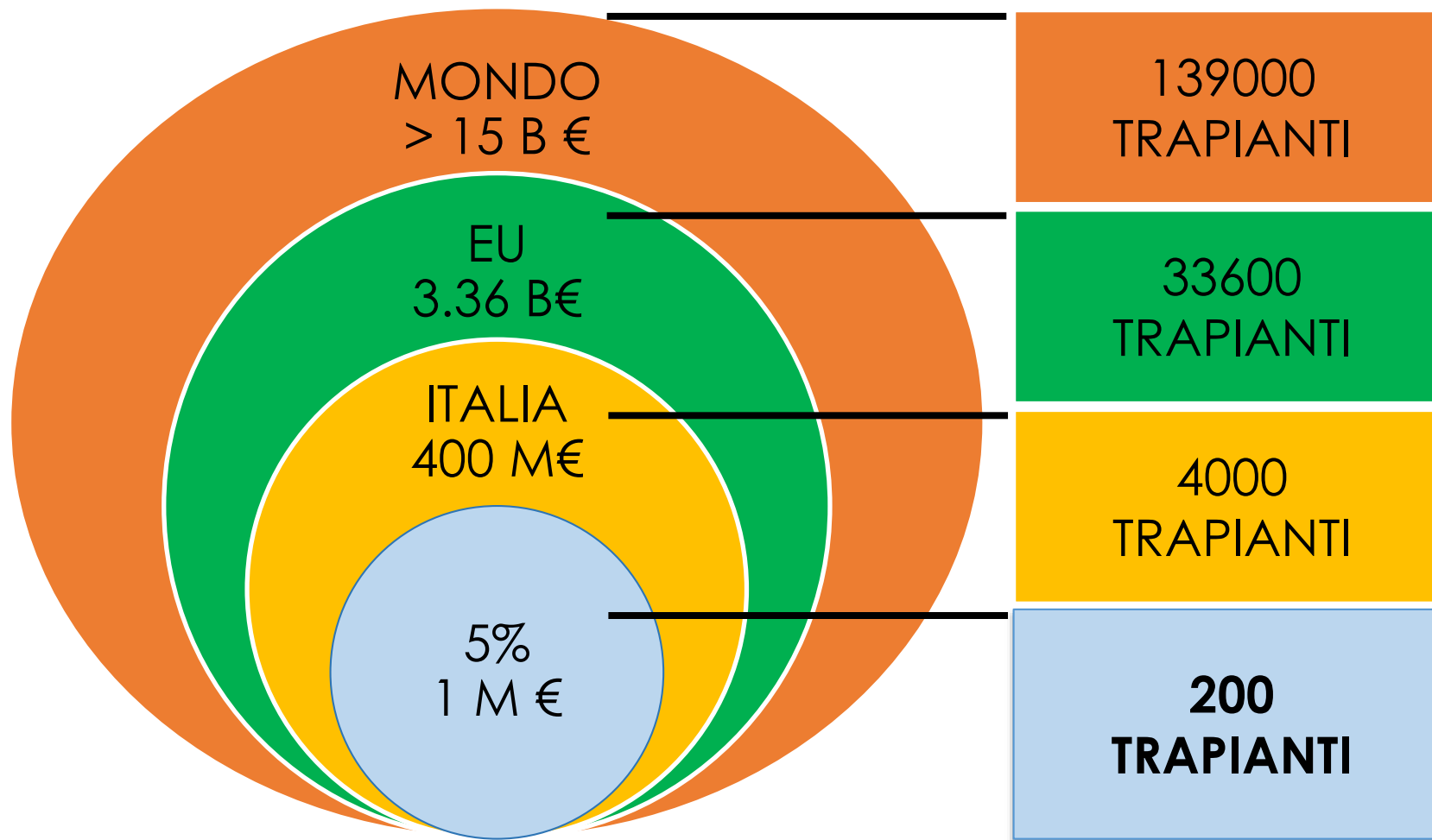
**GARZA
ANATOMICA**



MATERIALE + MACCHINA + GEOMETRIE = PRODOTTO



COSTO FARMACOLOGICO 100 k€/trapianto



* NEWSLETTER TRANSPLANT Donation and transplantation 2018



UNICO DISPOSITIVO MEDICO STAMPATO 3D POLIFARMACO-RIGENERATIVO

| | UMbioprint | GARZE | SPRAY | CREME |
|--------------------------|------------|-------|-------|-------|
| FACILITÀ D'USO | | | | |
| RILASCIO GRADUALE | | | | |
| DISTRIBUZIONE UNIFORME | | | | |
| NESSUN POST OPERATORIO | | | | |
| POLIFARMACO CUSTOMIZZATO | | | | |



Concorrenti: industriali



| | UMbioprint | Prometheus | CellInk | Regemat3D | Osteopore |
|-----------------------|-------------------|------------|---------|-----------|-----------|
| GESTIONE DEL FARMACO | | | | | |
| PRODOTTI PER ANIMALI | | | | | |
| PRODOTTI PER UOMO | | | | | |
| LABORATORI DI RICERCA | | | | | |
| GEOMETRIE AVANZATE | | | | | |



Team: completo e professionale



CEO

Ph.D. Ruben Foresti
INNOVATION MANAGER



COO

Prof. Claudio Macaluso
CHIRURGIA



CTO

Prof. Nicola Delmonte
SMART DEVICES



PM

Ph.D. Stefano Rossi
PRECLINICA



CSO

Prof.ssa Alessandra Rossi
DRUG DELIVERY



R&D

Prof.ssa Elda Favari
TOSSICITÀ



CCO

Dott.ssa Chiara Martini
DIAGNOSTICA



CFO

Avv. Antonio Izzi
LEGALE

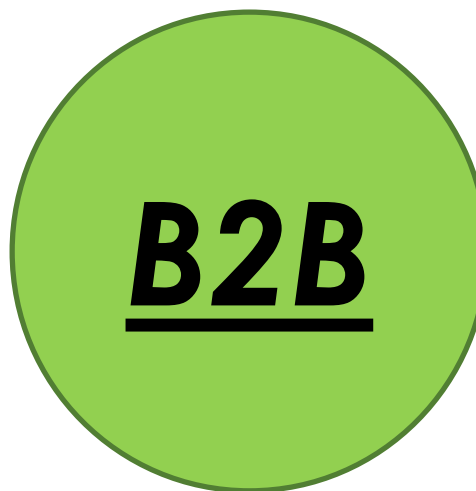


CIM

Dott.ssa Silvia Attolino
EU MARKET



Modello di Business



**PARTNER
INDUSTRIALE**



**AZIENDA
FARMACEUTICA**



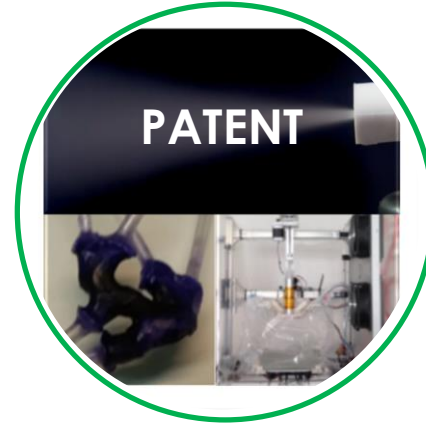
Stato attuale del progetto



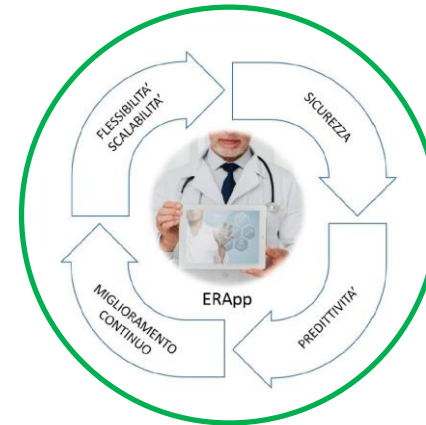
PREMI E COMPETIZIONI



BREVETTI E PROTOTIPI



TRAINING E ASSISTENZA



ACCORDI E CONVENZIONI



COLLECTION | 18 AUGUST 2020

3D bioprinting of cells, tissues and organs

3D bioprinting has generated significant attention due to its ability to recapitulate native tissue microenvironments. This Collection assembles original Articles that present novel bioprinting techniques, innovative cell-laden or scaffold-free bioprinting processes... [show more](#)



Further, Foresti et al. applied 5D additive manufacturing techniques to create personalized models of patients' pathology¹⁷.



Go-to-market strategy



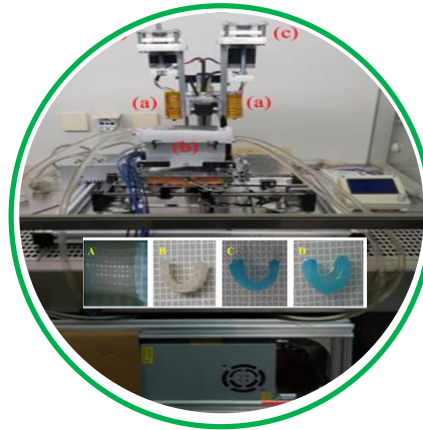
9 MESI

**BREVETTI E
MARCATURA CE**



15 MESI

**PRIMO LOTTO
STAMPANTI 3D**



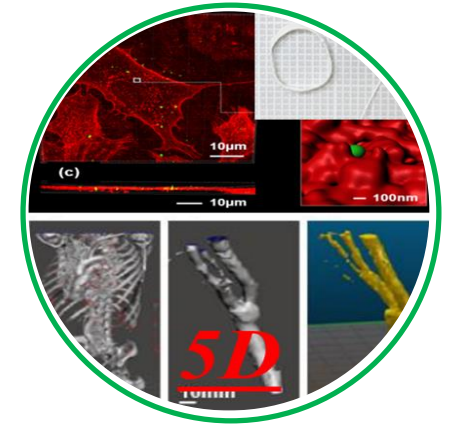
24 MESI

**VALIDAZIONE
GARZA**



2025

**LANCIO NUOVA
TERAPIA**



ATTIVITA' CONGIUNTA CON PARTNER INDUSTRIALE



Strategia e programma temporale



2021

2022

2024

2025

150k€

250k€

--- M€

--- M€

**COMITATO
ETICO**

**TEST
PRECLINICI**

TEST CLINICI



BREVETTI



**STAMPANTI
MODULARI**

UNIGE

**VALIDAZIONE
NUOVA CURA**



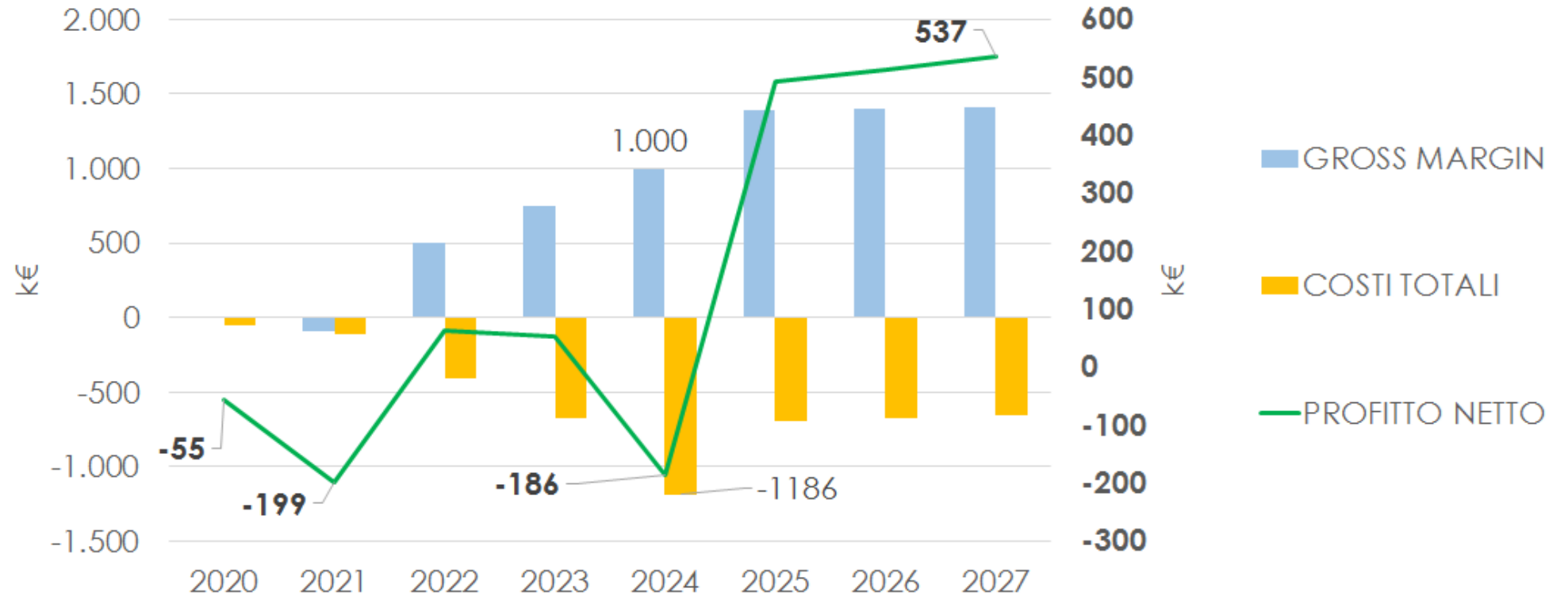
INVESTITORI

MEZZI PROPRI

ROYALTIES



Economic and financial projection



| | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 |
|----------------|------|------|------|------|--------------|------------|------------|------------|
| GROSS MARGIN | 0 | -88 | 500 | 750 | 1.000 | 1.391 | 1.399 | 1.407 |
| COSTI TOTALI | -55 | -111 | -410 | -676 | -1186 | -700 | -676 | -653 |
| PROFITTO NETTO | -55 | -199 | 64 | 53 | -186 | 492 | 514 | 537 |



UNIVERSITÀ
DI PARMA



Grazie

Q&A

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