



Our Mission:

Technological solutions to
accelerate your biomedical
research

5	Years
2	Sites
10	People
3	Patents
2	EU projects
50	Customers in
11	Countries
1.1M	Funds Raised

The Problem

Recreate “human body in the lab”

2D *in vitro*
systems



Human but not
systemic

Animal Models



Systemic but not
human



80% failure rate



~\$1 billion costs for a drug



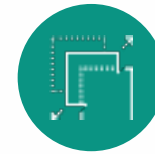
Timeline delays ~12 years

Our Solution:

Multi In Vitro Organ device



Higher predictability
(results matching clinical studies)



75% time & 50% costs reduction



3R regulatory pushing

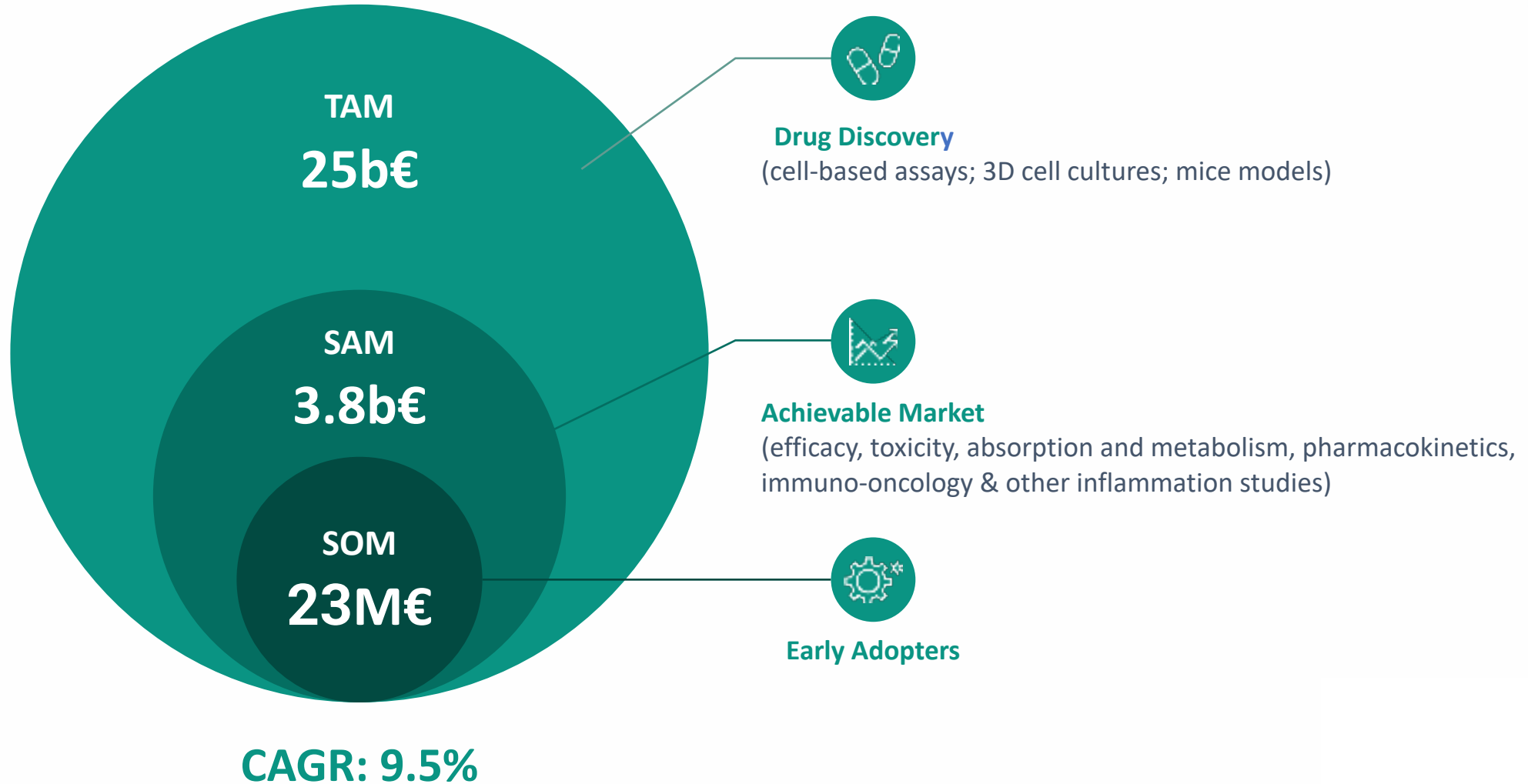


IP protection












15 years R&D academic research

Market Opportunity



Competition

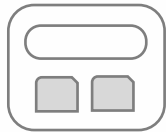
	Direct competitors	Indirect competitors			
	Organ-on-chip	Animals	Organoids	Lab-on-chip	MIVO
Physiological cellular flow	✓	✓			✓
3D relevant human tissues	✓	✓	✓		✓
Multi & Inter Organs connection	✓	✓		✓	✓
Media volume & organ/organ adaptation					✓
Multiple immune cells compartment				✓	✓
Simple, fast, disposable, recyclable, cost effective				✓	✓
	  		 	  	

Our Business model: selling



Disposables

- Recurrent revenues
- Low COGS
- High scalability



Instrumentation

- Easy adoption (low price)



Biological kit (from partners)

- High flexibility



Go 2 Market



Stage 1



Direct selling to R&D

- digital marketing
- conferences
- webinar
- scientific papers



Distribution in Italy

Stage 2

Network of EU/USA distributors to R&D



Pilot studies with Pharma

Stage 3

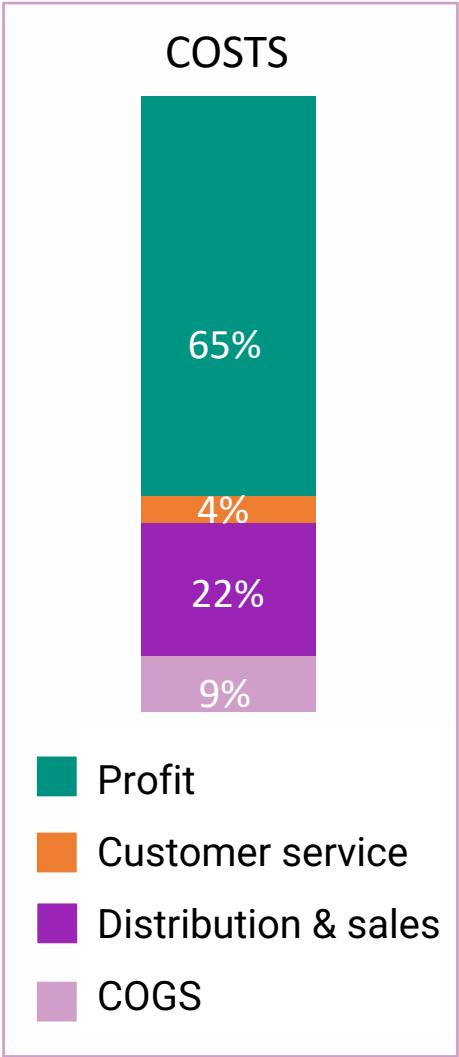
Worldwide distributors to R&D

Increment Pharma customers

Our Top Clients



Financial Projection

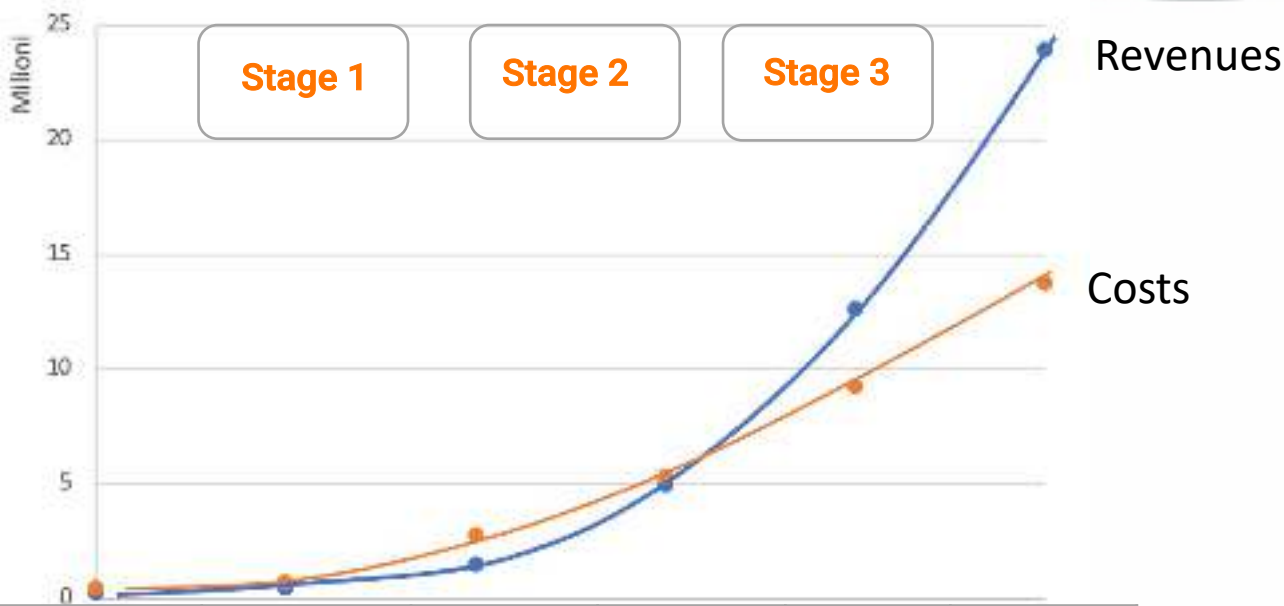


43%

EBITDA by 2025

30%

Net Profit by 2025



	2021	2022	2023	2024	2025
# customers (R&D+Pharma)	58+3	158+7	478+13	948+19	1548+24
Revenues (Meuro)	0.24+0.06	0.82+0.17	2.4+1.4	7.2+3.6	11.7+9.5

**Cumulative:
2.4M€ financial
need**



- R&D
- Marketing
- Production costs
- OPEX (management, professional services)

Milestones Achieved



Success achieved in 5 years:



3 patents,
2 trademarks



6 international
awards,
3 Seal of Exc.



2 EU Projects,
1 Seed funding:
1.1 MEuro



First product on
shelf



50 customers in 15
countries



5 scientific papers,
6 key partners

PATENTS:

MIVO

WO 2018/130998 A1
(USA, EU, CA, CH, JA, SK, AU)

Hydrogel

WO 2019/ 220357 A1
(USA, EU, CA, CH, JA, SK, AU)

MIVO HT

Filing time 2022

Team



Founders



Silvia Scaglione - CSO

R&D, IP management, New Product Design & Product Supply Chain

PhD in Biomedical Engineering
Author of more than 100 papers
Inventor of 7 patents
ITWIIN best inventor 2019 award
FET Open Project coordinator
EIC ambassador



Maurizio Aiello – CEO

Responsible for Strategy, Innovation, Business Development & Sales, scaling up

Physicist & Founder and CEO in 3 startups
Author of more than 60 scientific papers
Italian delegate of MIUR Minister to European Commission
President of Technological District SIIT
President of SOSIA Technological pole



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