

ŞEHİR TTHP
TEKNOLOJİ TRANSFERİ HIZLANDIRICI PROGRAMI
&
BAŞARILI SONUÇLARI

Mehmet ALPATLI
ŞEHİR Kuluçka Merkezi *incuba.city* Müdürü
@ ŞEHİR TTO

6 Kasım 2017



**Teknoloji
Transfer
Ofisi**



Destekli
Projeler

Üniversite-Sanayi
İşbirliği

FMH & Ticarileştirme

Hızlandırıcı Programları
Teknolojik & Sosyal Kuluçka
@ incuba.city

KISA TARİHÇE

2011



2013



2014



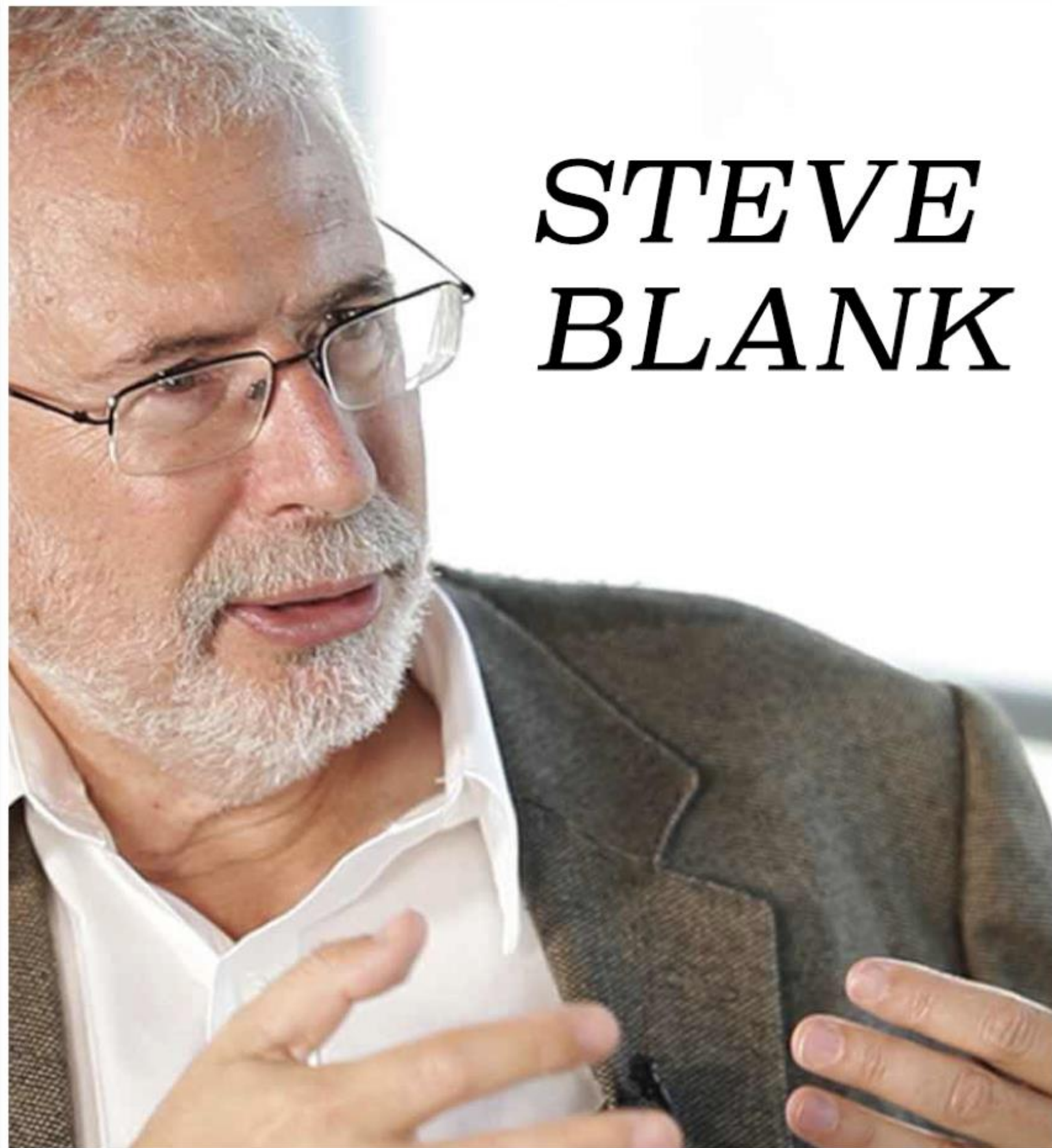
2015

MENTOR
TTO

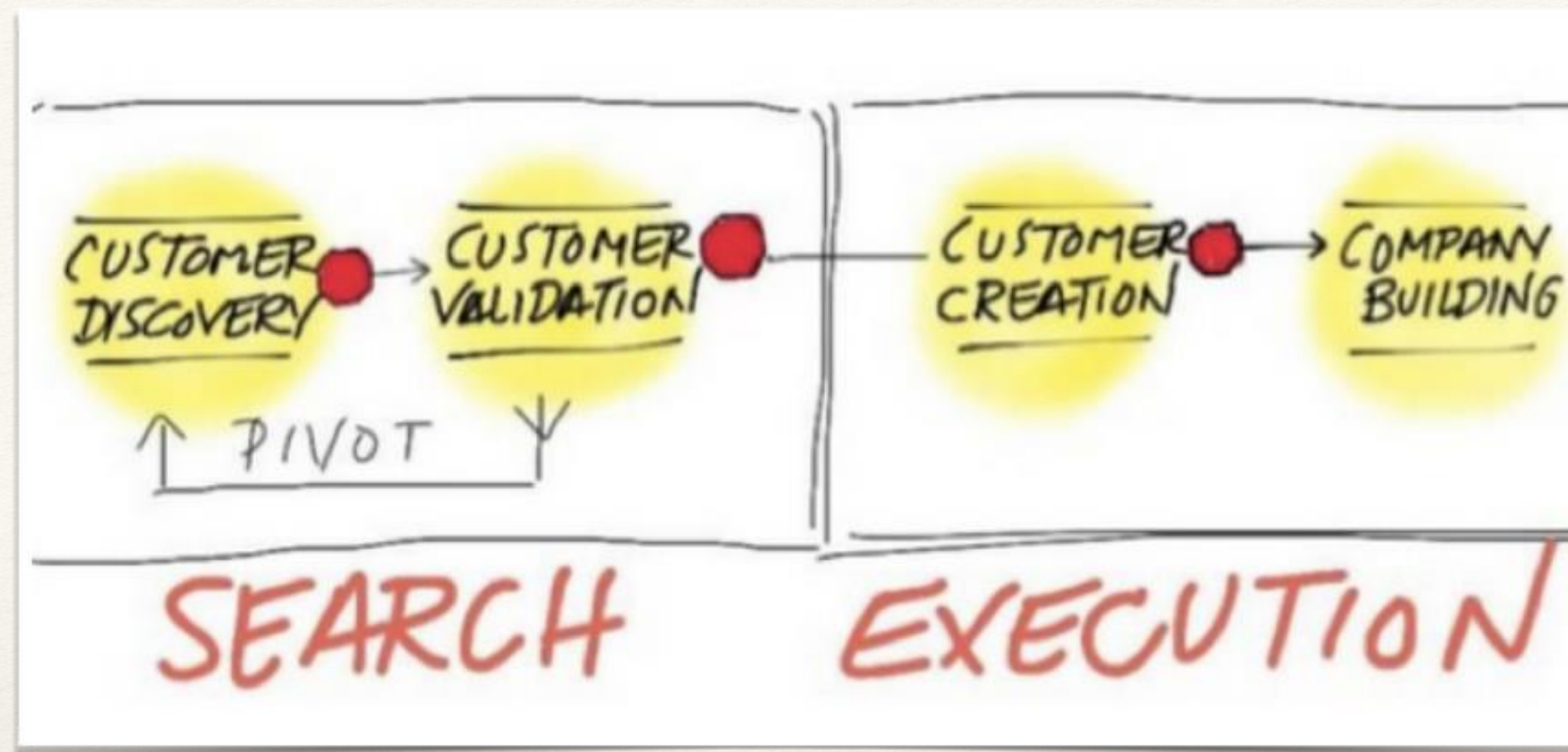


TTHP





STEVE BLANK



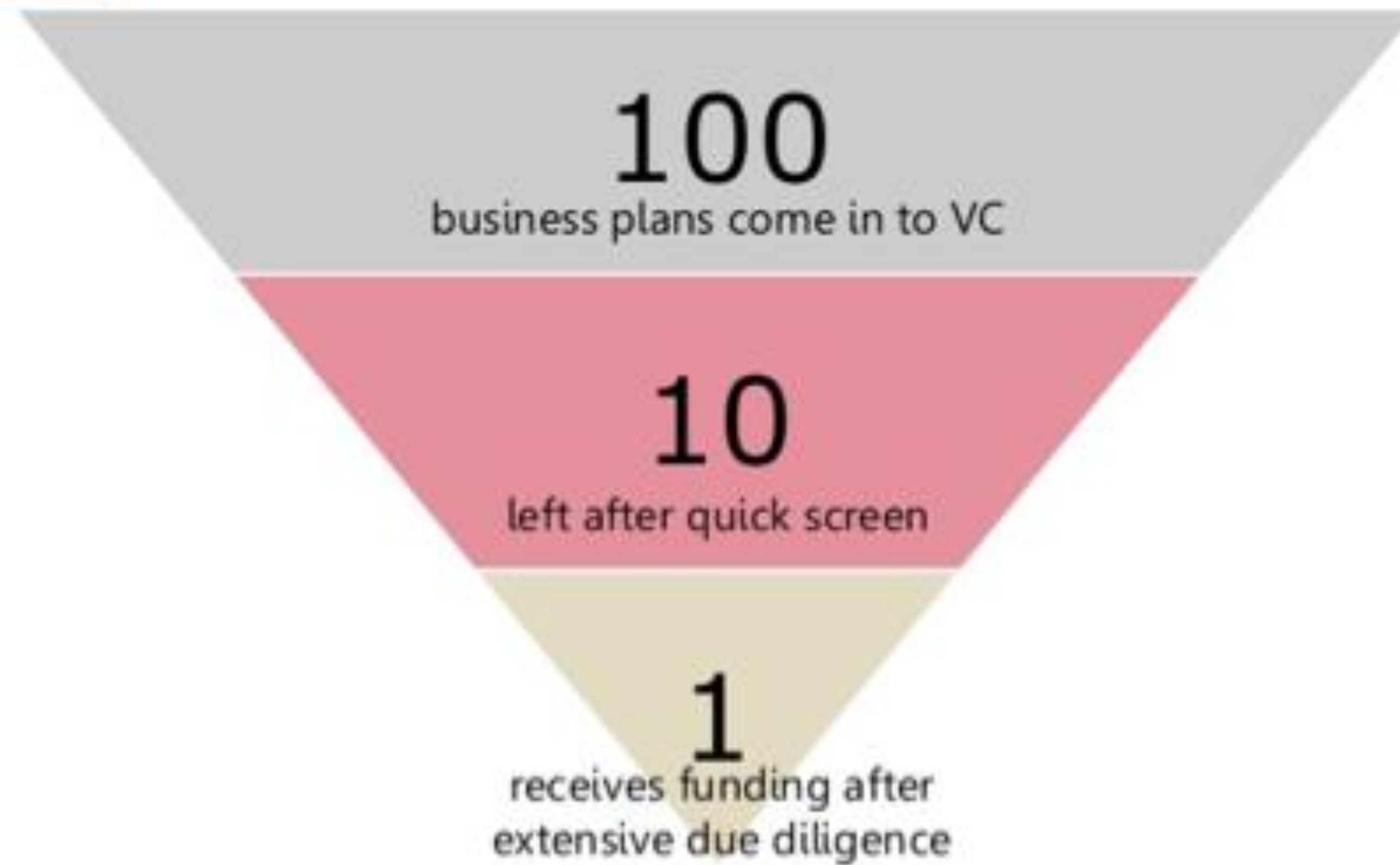
 **iC² INSTITUTE**

THE UNIVERSITY OF TEXAS AT AUSTIN





Business Plan Funnel



TTHP

Toplanan, incelenen ve değerlendirilen

Kabul edilen

TTHP'yi tamamlayan

Alınan yatırım

Alınan yatırım taahhütleri

PERFORMANS

200+ Teknoloji

30 tanesi

21 startup

5 startup

2 startup

Alınan
Toplam Yatırım

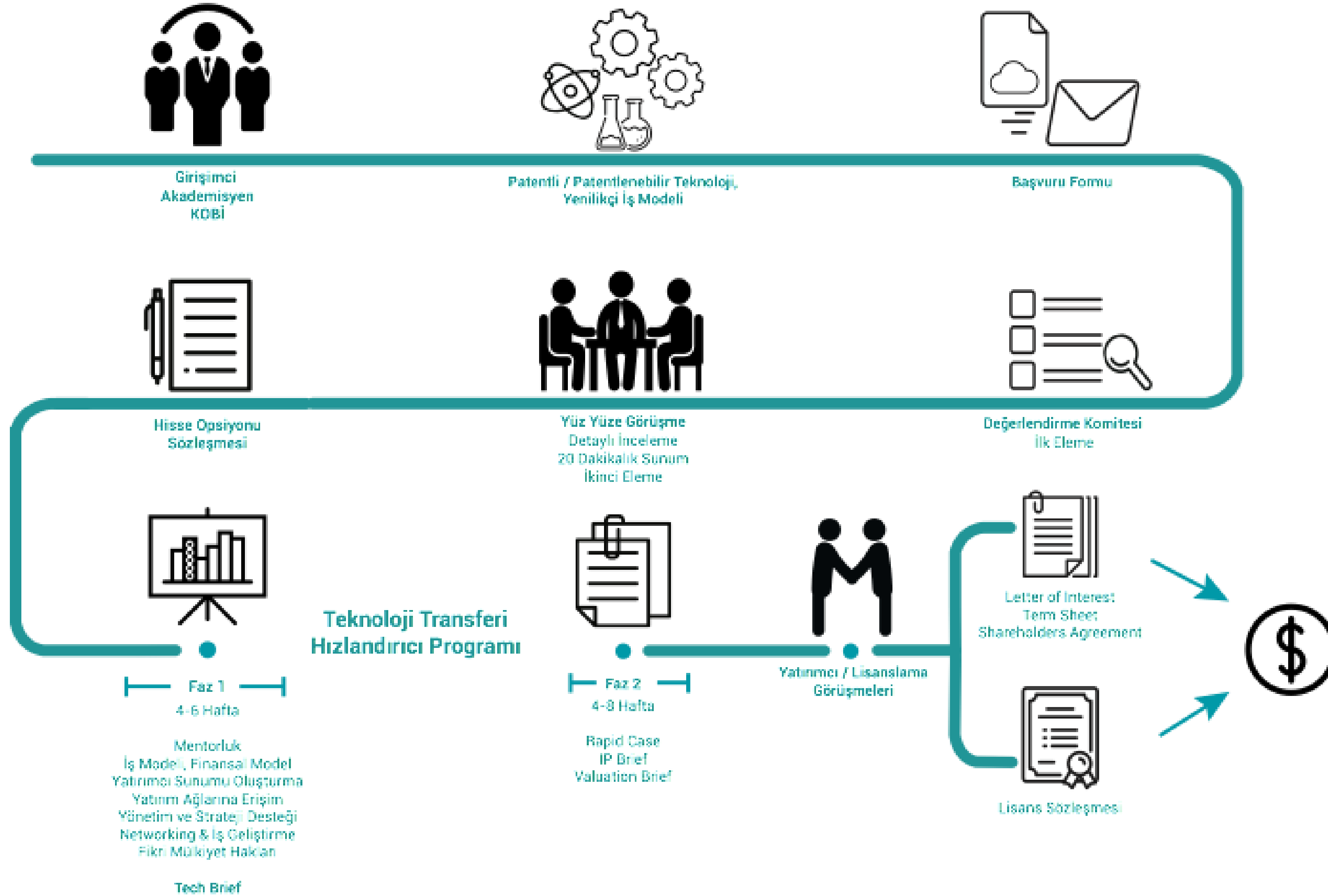
€ 6.1m





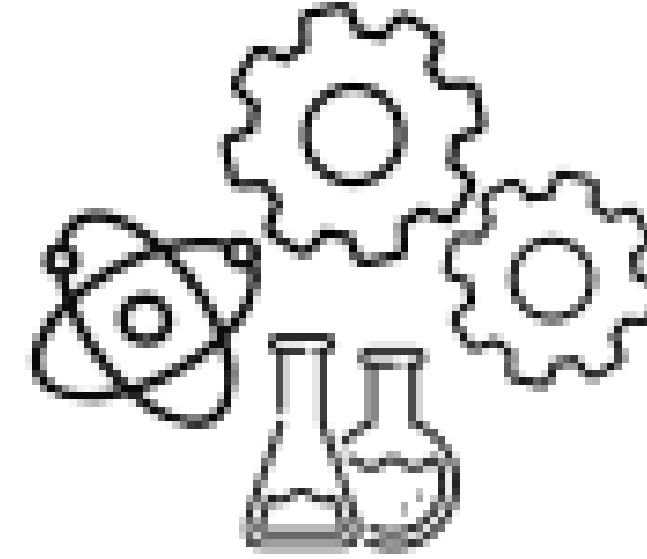
ŞEHİR TTHP
“Teknoloji Transferi Hızlandırıcı Programı”

TEKNOLOJİ TRANSFERİ HIZLANDIRICI PROGRAMI
(TTHP) AKIŞ ŞEMASI





Girişimci
Akademisyen
KOBİ



Patentli / Patentlenebilir Teknoloji,
Yenilikçi İş Modeli



Başvuru Formu

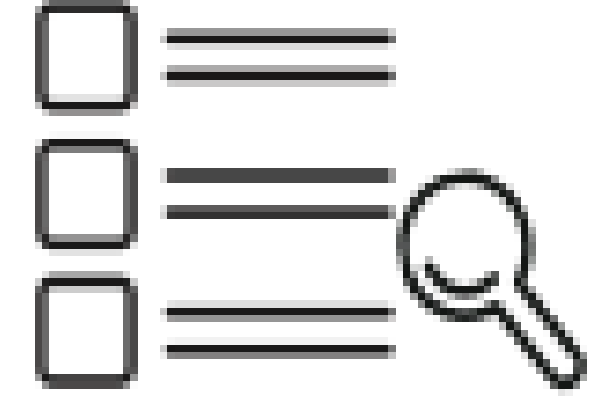




Hisse Opsiyonu
Sözleşmesi

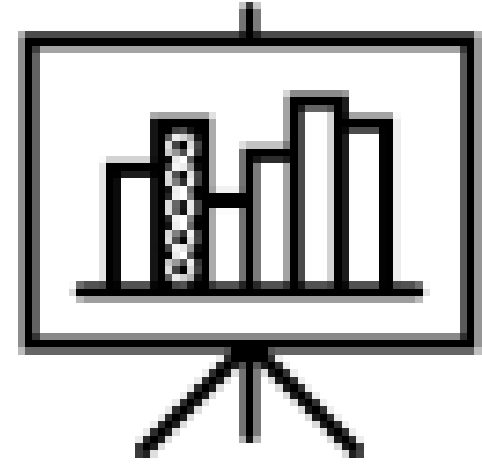


Yüz Yüze Görüşme
Detaylı İnceleme
20 Dakikalık Sunum
İkinci Eleme



Değerlendirme Komitesi
İlk Eleme



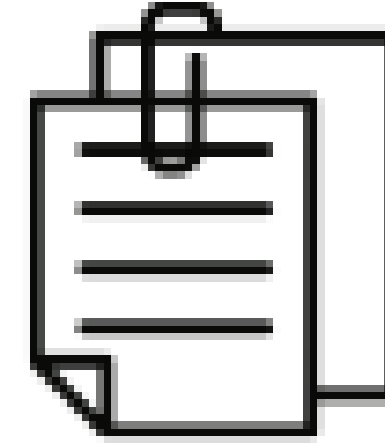


Teknoloji Transferi Hızlandırıcı Programı

Faz 1
4-6 Hafta

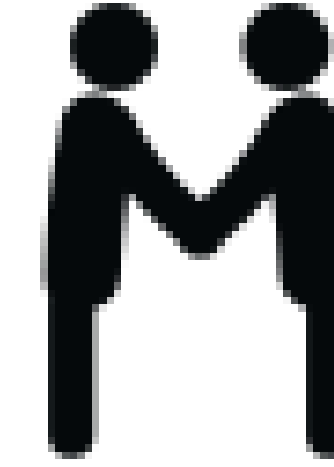
Mentorluk
İş Modeli, Finansal Model
Yatırımcı Sunumu Oluşturma
Yatırım Ağlarına Erişim
Yönetim ve Strateji Desteği
Networking & İş Geliştirme
Fikri Mülkiyet Hakları

Tech Brief

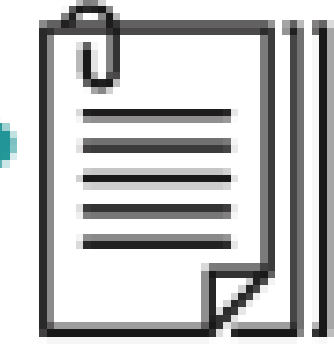


Faz 2
4-8 Hafta

Rapid Case
IP Brief
Valuation Brief



Yatırımcı / Lisanslama
Görüşmeleri



Letter of Interest
Term Sheet
Shareholders Agreement



Lisans Sözleşmesi



IOL HAPTIC

A Novel Intraocular Lens Haptic for Cataract Operations

TECH DEFINITION

A special intraocular lens leg or "haptic" to improve scleral fixation and to reduce stitch needs in cataract operations. The lens haptic can be placed either in the capsular bag or behind the iris or to sclera, with or without stitching, giving surgeon the option of completing the operation without the need of any other special lens

PROBLEMS

- Untreated cataract is the reason of almost half of all global cases of blindness
- Treatment of cataract is possible by operation but that kind of operations has several risks, such as
 - Rupturing/breaking of the integrity of capsular bag.
 - Myopic shift of spherical equivalent value and error in prediction (optical tilt)
 - Lengthened operation time due to stitching lenses to sclera (scleral fixation)
 - A longer time of recovery, higher risk of infections and even loss of vision after the operation
 - Needing a second operation due to dislocated lens implant, optical tilt etc. with additional charges due to several procedures

APPLICATION FIELDS

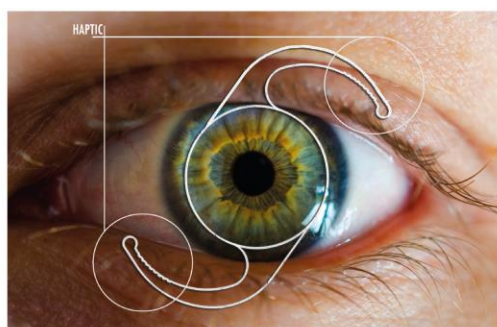


COMPETITIVE ADVANTAGES

For the surgeon, the major benefit of intraocular lenses with the new leg design is that he will need much less to switch to any other special lens due to complications during the cataract surgery. This is especially important for regions where keeping stocks of various types of lenses may be difficult or costly.

Another benefit is that even problematic cataract surgeries can be executed by less experienced surgeons with good results and minimum post-op complications.

Its special design allows various fixation possibilities, such as fixation to capsularbag, behind the iris and to sclera, all with or without suture.



HEALTTECH

SOLUTIONS

- Thanks to a special lens leg (haptic) design, there is no need to keep different lens supplies during the operation
- This leg design is compatible with any current intraocular lens produced by IOL manufacturers
- It restrains the risks of rupture, dislocation or any other possible complications during the operation
- The longer length of legs prevents the risk of optical tilt
- The notches at the legs provides convenience to the surgeon and shorten the operation time
- A shorter and more convenient operation dismisses the risk of infections and loss of vision
- By preventing the risks of operation, it also eliminates the need for a second operation and additional costs

MARKET

- The global market for Intraocular Lenses, projected to exhibit a CAGR of over 8% during 2015 - 2020 is expected to reach US\$ 4.7 billion by 2020, driven by the rising prevalence of cataract among the aging population and strong adoption of premium IOLs, according to a report by Global Industry Analysts Inc.
- The United States represents the largest market worldwide. Society of Cataract and Refractive Surgery (ASCRS) estimated that around 3 million cataract surgeries are performed in the U.S. every year, the average cost for surgery being \$3,279.

Number of Cataract Procedures (in million) Worldwide



Source: IDC Statista

A novel patented mineral-based Sun Care technology

Available to invest: A nano-tech start-up company / patent licensing

A novel particle technology of natural minerals for cosmetics facilitates excellent UVA & UVB protection combining upsides of micro- and nanoparticles while preventing their downsides.

Problem:

1. Increase in Skin Cancer

According to WHOⁱ, with an increasing trend, between 2 and 3 million non-melanoma skin cancers and 132,000 melanoma skin cancers occur globally each year.

One in every three cancers diagnosed is a skin cancer and, according to Skin Cancer Foundation Statistics, one in every five Americans will develop skin cancer in their lifetime. About 90 per cent of non-melanoma skin cancers are associated with exposure to ultraviolet (UV) radiation from the sun.ⁱⁱ

One person dies of melanoma every hourⁱⁱⁱ and the vast majority of mutations found in melanoma are caused by ultraviolet radiation^{iv}.

2. Chemical UV Blockers on Human Skin

Many well-known sunscreen brands use chemical UV blockers in their products. Today people are already exposed to various chemicals inevitably in daily life. Many people tend to use "organic" sunscreens with such consciousness. Most common physical UV blocker used in non-chemical sunscreens, due to its UV radiation blocking properties, is zinc oxide (ZnO), which is a natural mineral.

3. Whitening Effect of Micro-Sized Particles

Bulkier particles of zinc oxide and titanium dioxide have been used in sunscreens for decades to reflect or absorb cancer-causing ultraviolet light. The reason traditional sunscreens look white when you rub them onto your skin is because particles of this size reflect visible light. Therefore, micro-sized ZnO and TiO₂ particles are insufficient in respect of optical properties, causing a widely undesired whitening effect (see Figure 1).

"The need for frequent application of the right amount of sunblock makes it desirable that, in addition to efficiently stopping the UV radiation, it should have other properties that are crucial to the acceptability of the product; such as easy spreading, prolonged retention on the skin, transparency, low cost and attractive appearance, all of which are needed for the product be completely accepted. Combining these characteristics in one product is not always possible, so that, despite the great number of sunscreens on the market, the development of new formulations remains a research area that attract many scientists and companies."

Excerpt from an article on Brazilian Journal of Pharmaceutical Sciences



Figure 1. Whitening Effect

4. Health & Safety Concerns of Nanoparticles

When zinc oxide and titanium dioxide are manufactured into nanoparticles – usually 25 to 50 nanometres wide – they absorb and scatter visible light, rendering them transparent on the skin, thus preventing whitening effect. The smaller the particles, the better their UV protection performance.

The new EU Cosmetic Regulation EC 1223/2009, in effect since 2013, requires indication of "nanomaterials" in any cosmetic by the suffix "(nano)" on the ingredient list of the product. In order to avoid possible negative reactions from consumers due to this "(nano)" labeling, sunscreen producers began to search for inorganic UV filters not requiring this label.

However, the Journal of the American Chemical Society has risen health & safety concerns about use of nanoparticles on human skin due to

- toxicity,
- clumping together when mixed into sunscreen causing uncontrolled agglomeration on the skin,
- low interaction among particles, and
- insufficient covering of the applied area.

Nano sized particles can penetrate through the pores of human skin, cellular membrane, leaves of plants and many other living organisms.

Solution:

particles are designed, platelet shaped micron particles which are composed of nano primary particles to solve sunscreen manufacturers' problems, such as toxicity, surface coverage and uncontrolled agglomeration causing uneven texture on surfaces of application. (See Figure 2)

RAPID CASE

RapidCASE

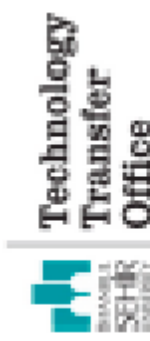
A patented box, making possible to produce portable custom XRay systems



Technology
Transfer
Office

IP BRIEF

Business Analysis with IP Data



IP BRIEF – Enzymatic Solution for Biogas Production

441 Families

178 Grants

3200 Applications

No. of applications by Top 5 assignee

545 Xyleco Inc.

147 Butamax Advance Biofuels

120 BP North America

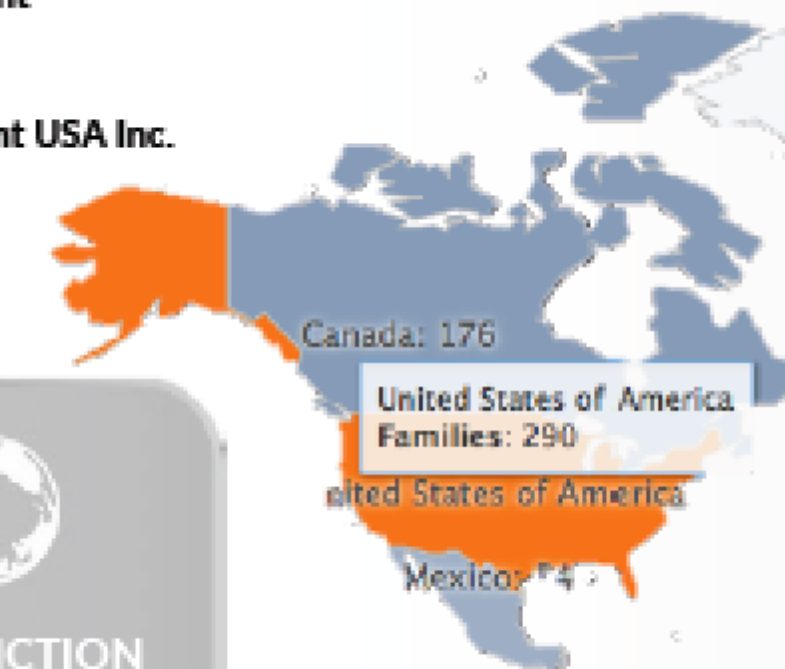
92 Du Pont

76 Dyadic Int USA Inc.



JURISDICTION

- 64 Jurisdictions
- 3 Prior Jurisdictions;
- USPTO has 648 applications with 331 grants.
- USPTO, WIPO, EPO, Canada, China, Australia needs to be considered.



Most relevant CPC

Y02W30 - Technologies for solid waste management

Y02E50 - Technologies for the production of fuel of non-fossil origin

Search Query

STAC=(((biogas or biomass or bioenergy) and paper) and (sludge or waste or fermentation or industrial waste)) and CPC=(Y02E50 or Y02W30)

- 311 assignees (178 with granted patents)
- Local competitor Alcata A.S. has been identified with 40 application.
- Prior granted applications are in US, Australia, Canada, China, Japan, Denmark, Spain.

COMPETITION



VALUATION BRIEF



VALUATION BRIEF

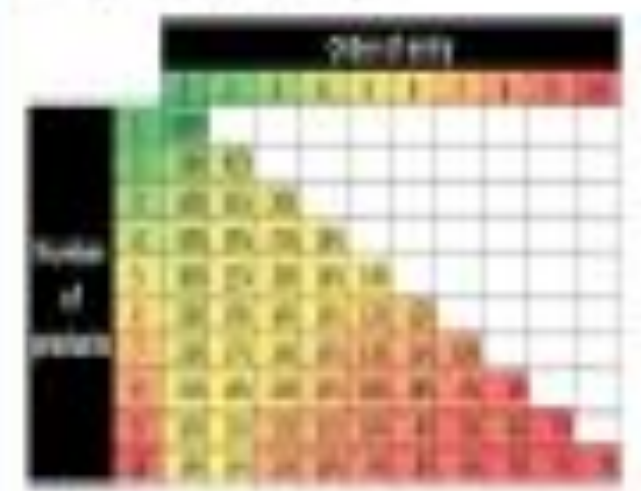
A Patented Recommendation
Breast Cancer Therapy with Novel Drug Delivery Approach

Valuation

Based on a study on the effect of entry order in to the market for pharmaceutical drugs, as given in Figure 10, the silencer can have a max of 7% market share. Another study suggests that the silencer will reduce to a 2% market share after 10 years, as shown in Figure 11.

Market Share Estimation

Assume 100 entries for technology.



Source: Market Share Estimation, Patented Recommendation, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100.

Figure 10: Market Share Estimation

Source: Market Share Estimation, Patented Recommendation, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100.

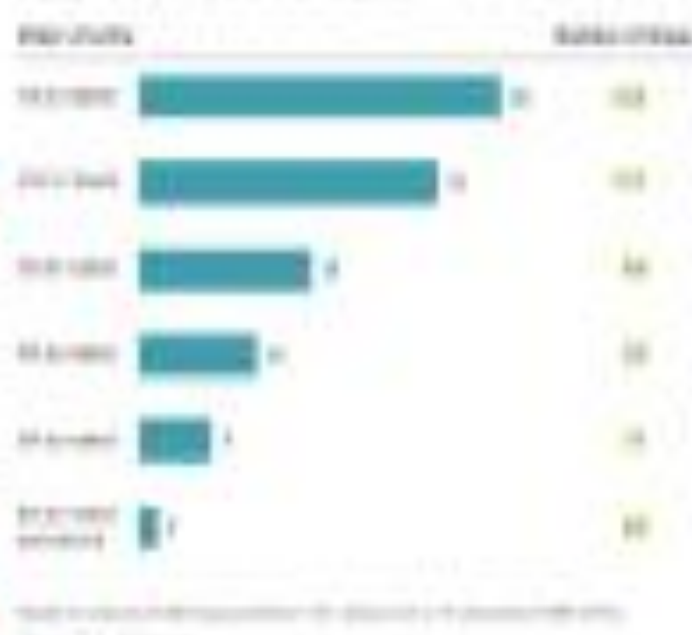


Figure 11: Average Market Share, 10, 20 years (for 100 entries)

With the above suggestions in mind and assuming the breast cancer drugs market in current year (2018) to be ca. US\$11 billion in total and US\$4.5 billion for non-HERG, our drug, if made it way up to the end and is approved and distributed worldwide, will have an average annual sales of over 300 mls US\$. The sales table suggests a build-up of sales increment in the first years, a steady sales pattern and then a declining period, and corresponding Net Present Value of BRETCARD® (Breast Cancer Inhibitor Tax Depreciation Acceleration Research & Development) at 20%, 40%, and 60% discount factor. Also, based on a collection of years of data on biotechnology and pharmaceutical companies, valuations based on different multiples are also calculated. A peer analysis based on a narrow select group of companies similar to our company may provide different results.

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Annual Sales (US\$ m)	11	22.2	33.3	44.4	55.6	66.7	77.8	88.9	99.0	110.1	121.2	132.3	143.4	154.5	165.6	176.7	187.8	198.9	209.0	220.1
Annual Sales (US\$ m) (US\$ m)	11.0	22.2	33.3	44.4	55.6	66.7	77.8	88.9	99.0	110.1	121.2	132.3	143.4	154.5	165.6	176.7	187.8	198.9	209.0	220.1
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FİNANSAL PROJEKSİYONLAR



TTHP

Toplanan, incelenen ve değerlendirilen

Kabul edilen

TTHP'yi tamamlayan

Alınan yatırım

Alınan yatırım taahhütleri

=

PERFORMANS

200+ Teknoloji

30 tanesi

21 startup

5 startup

2 startup

€ 6.1m

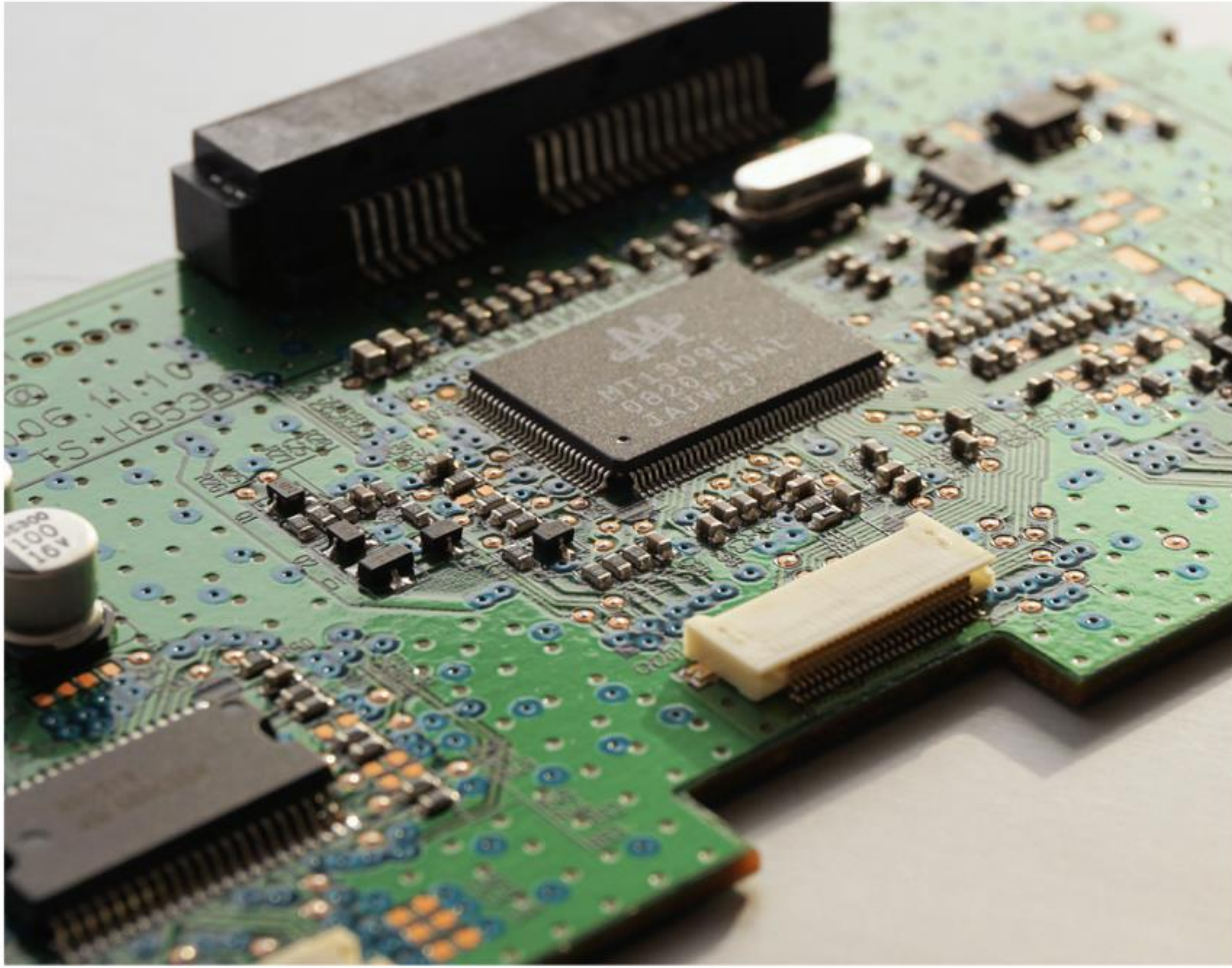
**INVEST
ISTANBUL**

LONDON
Demo Day
2 0 1 7



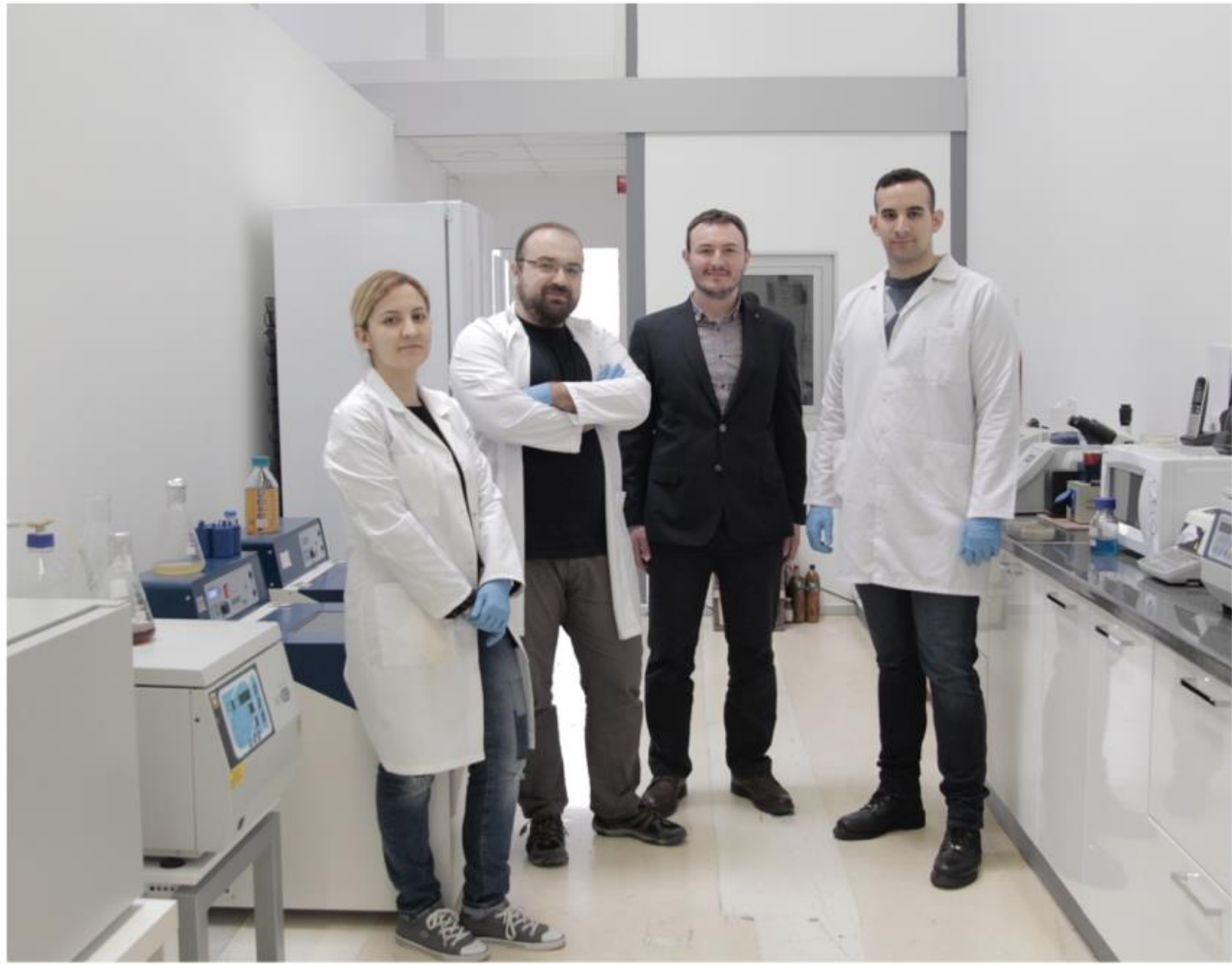
Innovat

Daha hafif telsiz üretimini kolaylaştıran
elektronik çip teknolojisi!



Episome

Kağıt hamuru çamurundan biyogaz üretimini kolaylaştıran ilk enzimatik çözüm!



RS Research

Hedefli kanser ilaçları iletim teknolojisi!

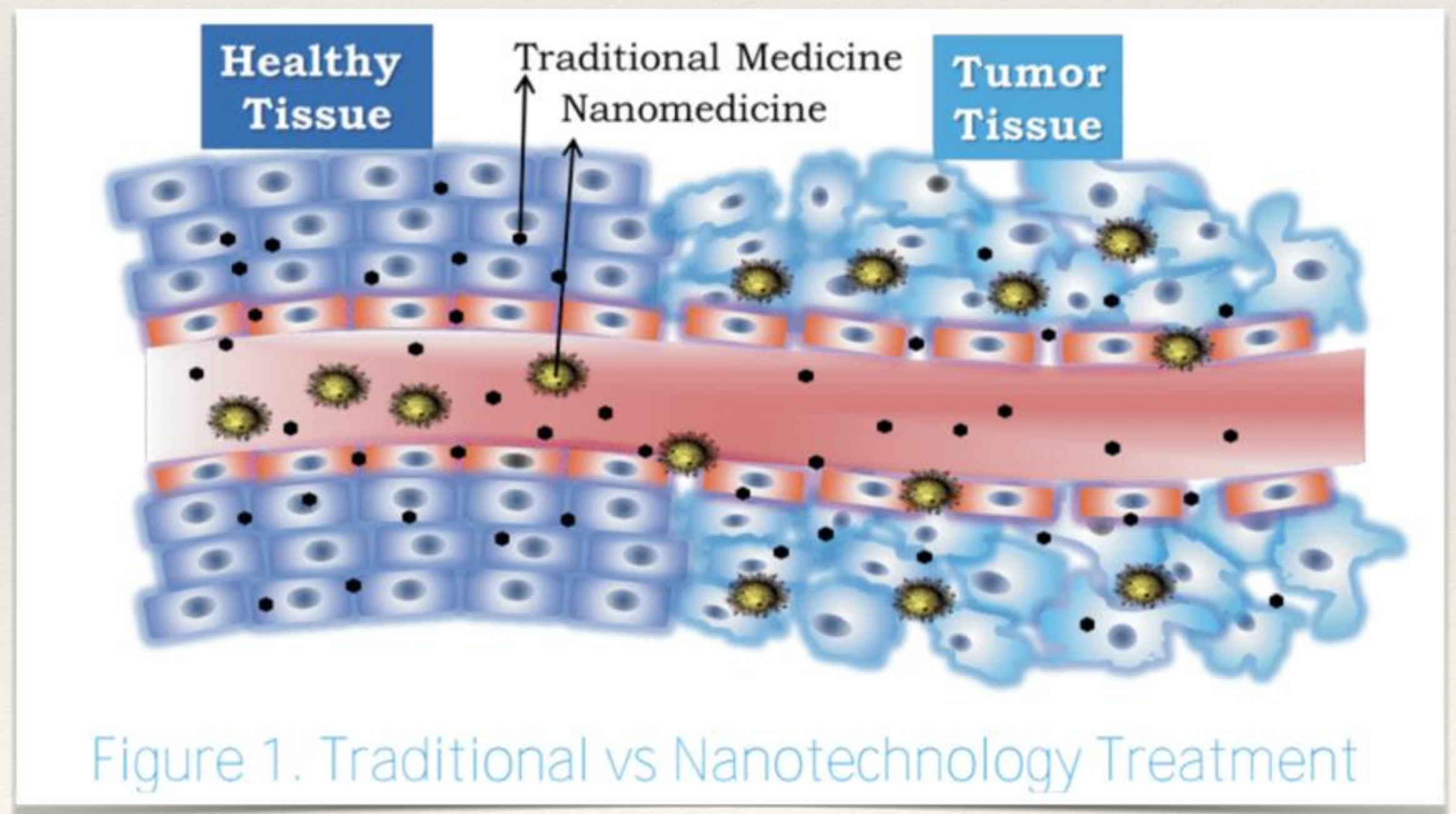


Figure 1. Traditional vs Nanotechnology Treatment

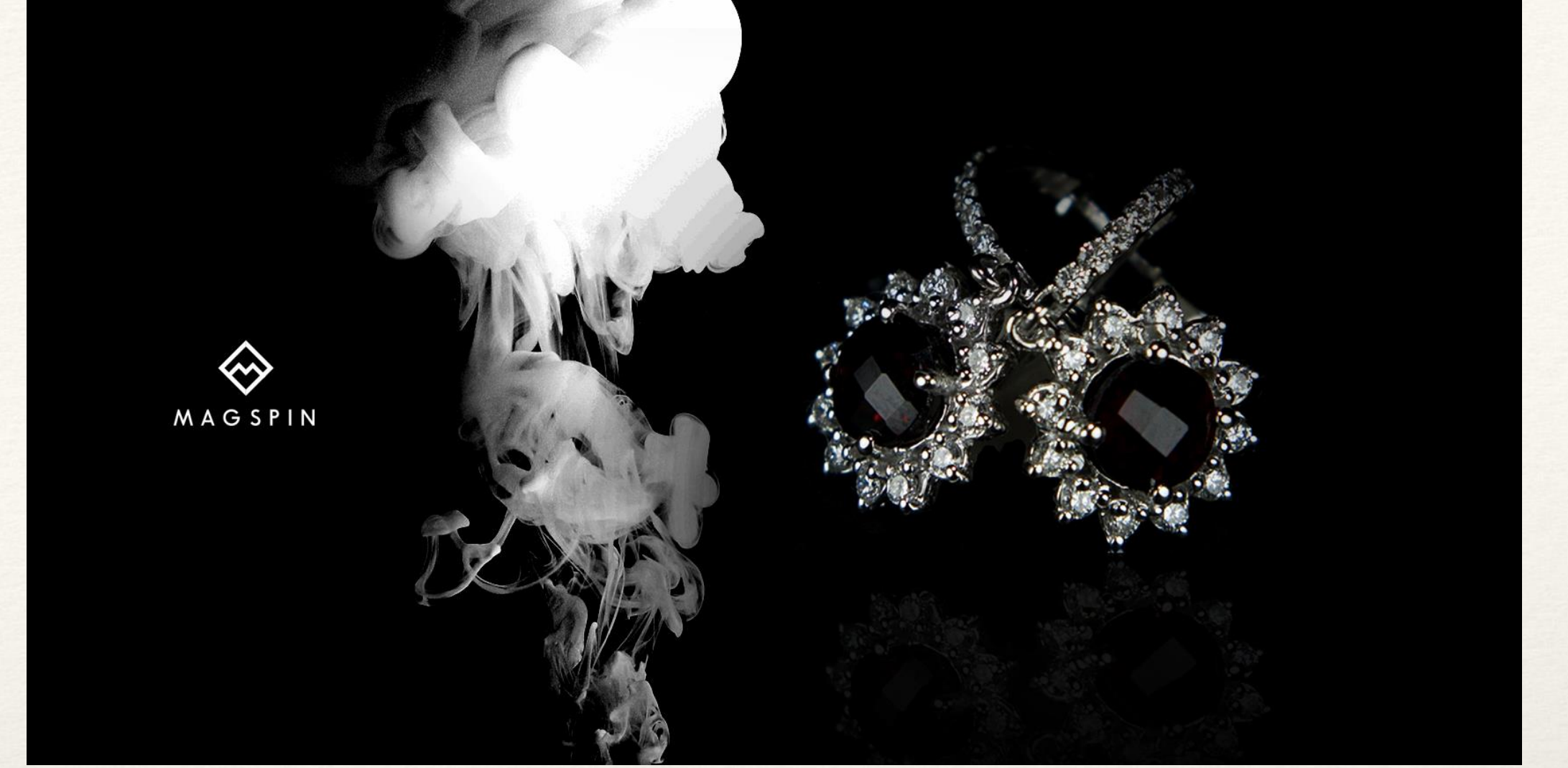
MAGSPIN

Çizilmez transparan seramik teknolojisi!

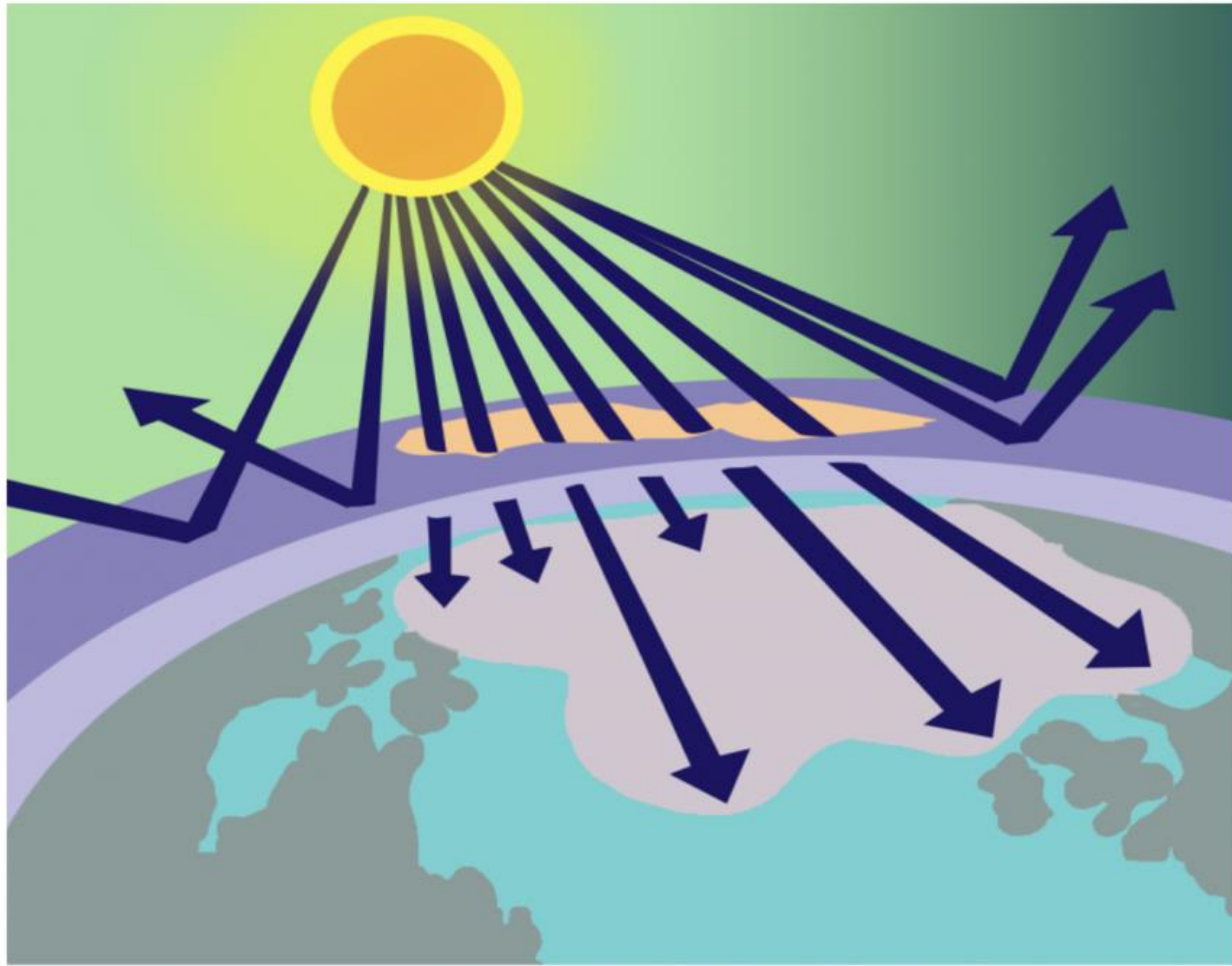


MAGSPIN

Çizilmez transparan seramik teknolojisi!



Güneş kremlerinin yeni parçacıklarla üretimine imkân tanıyan Güneş Kremi Etken Madde Teknolojisi

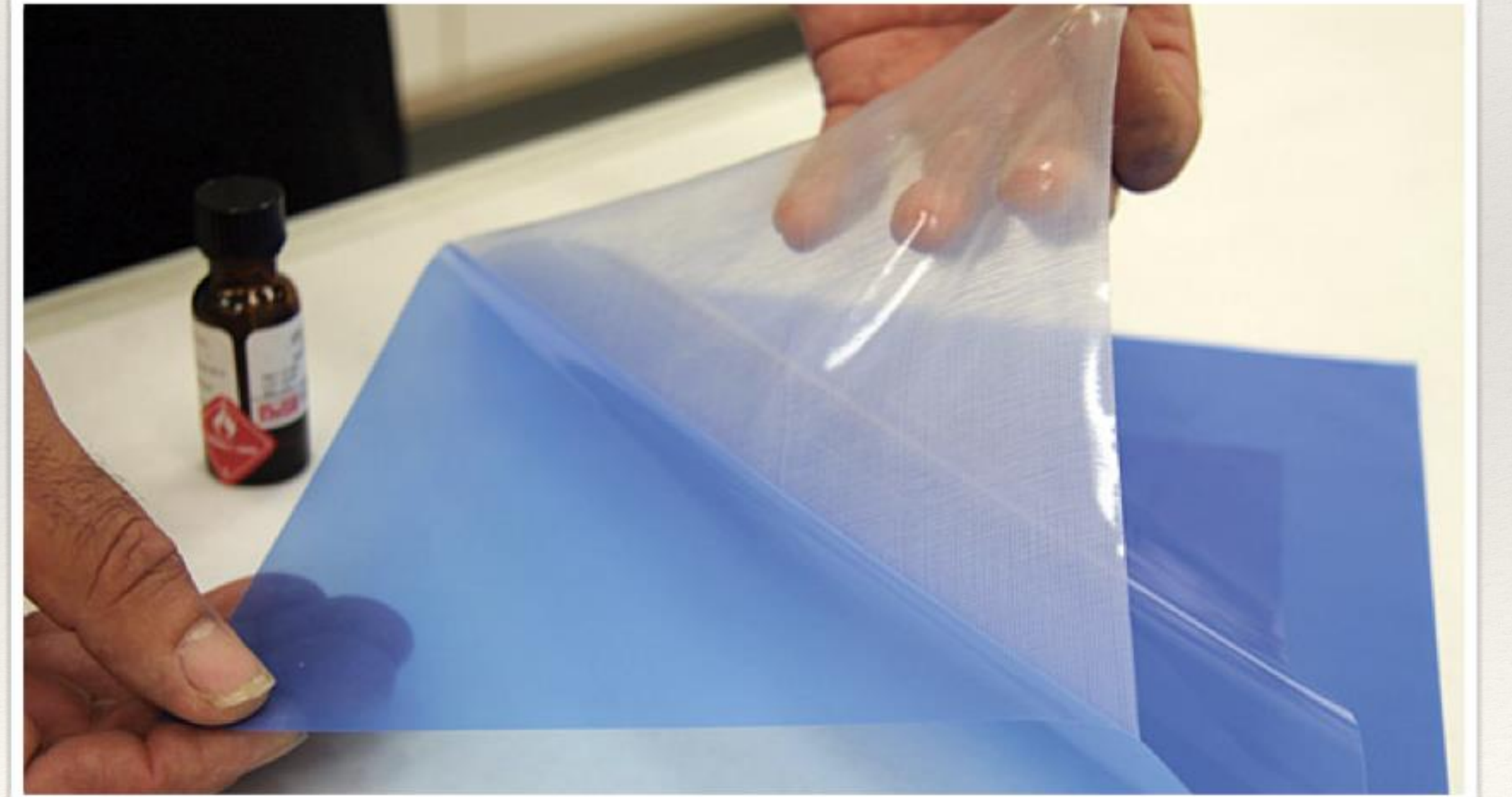
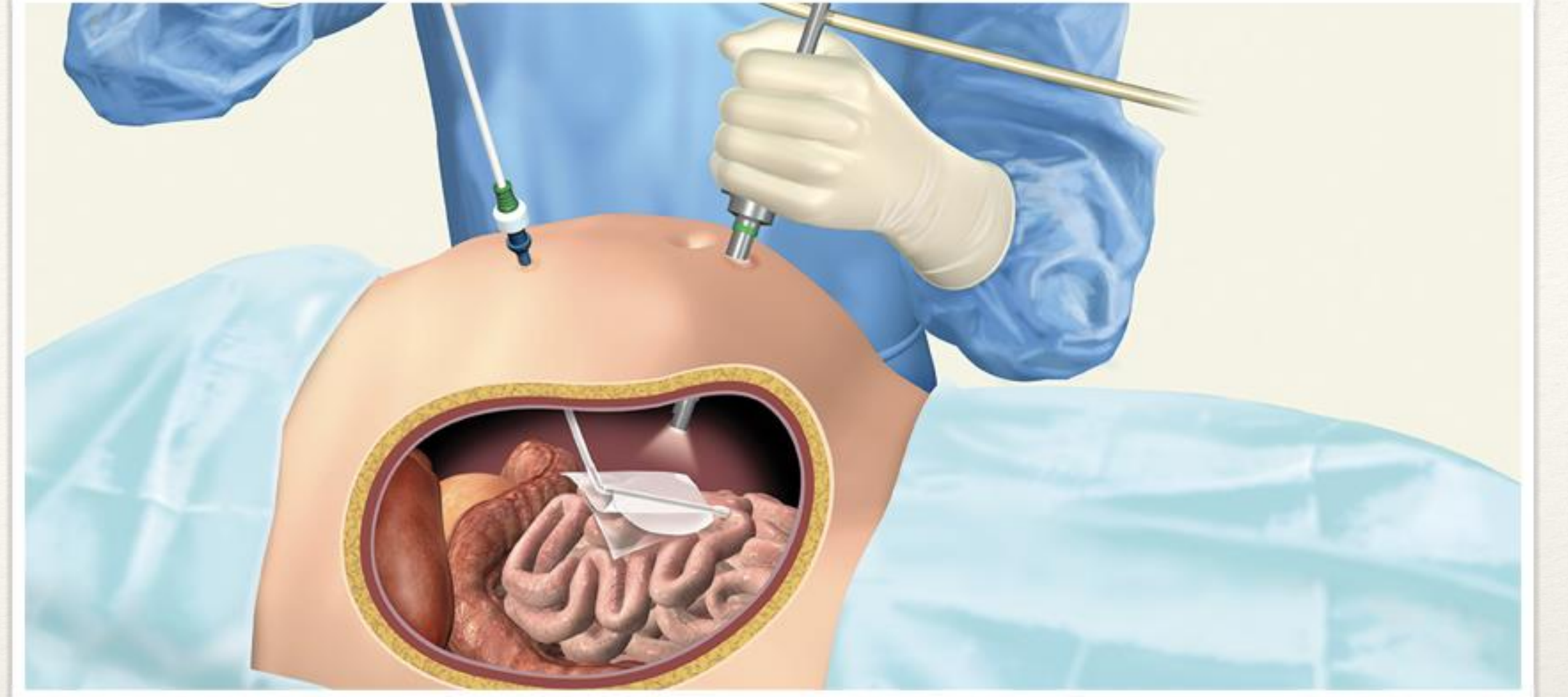


Uncontrolled
agglomeration of
nano particles



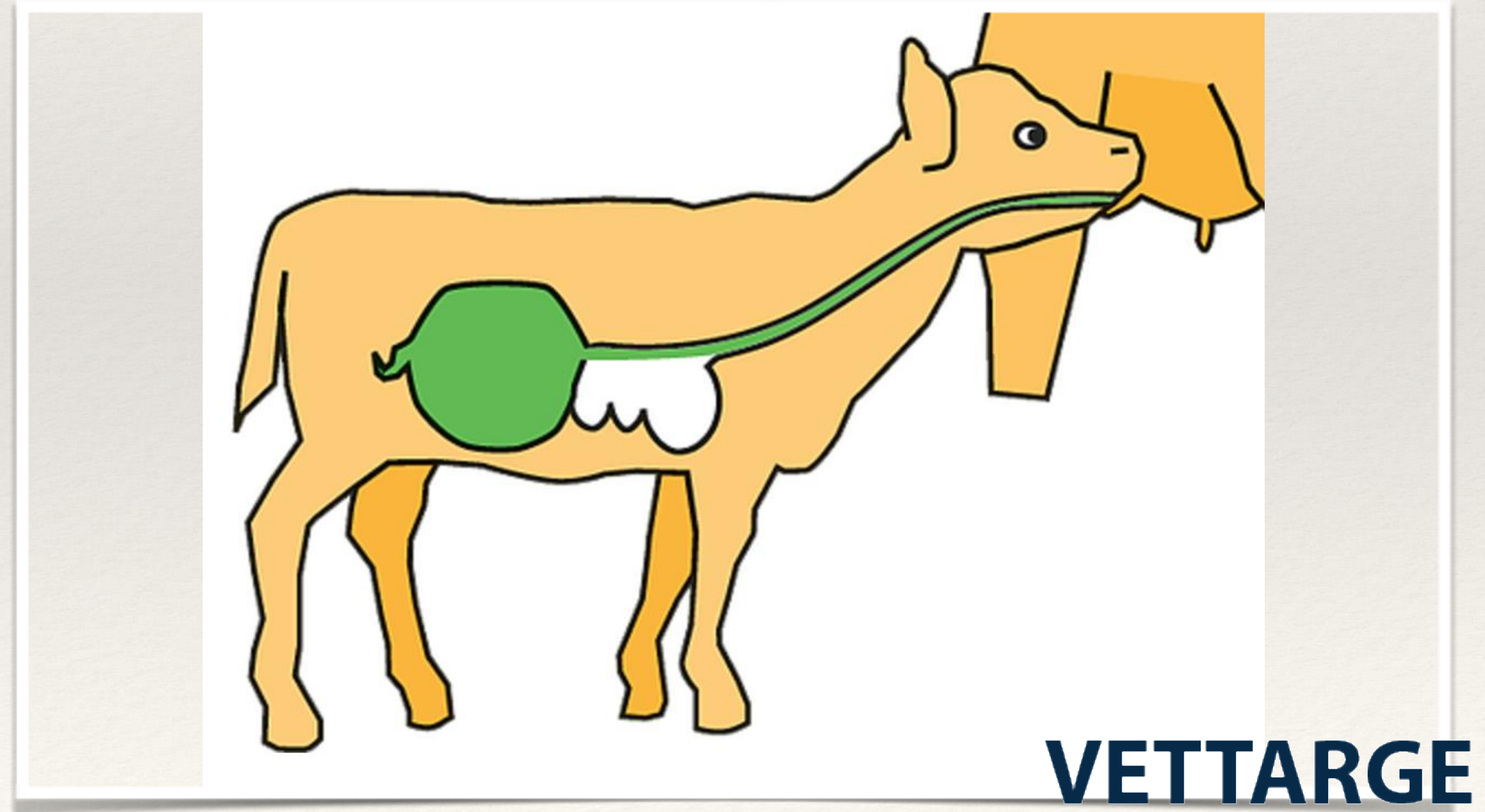
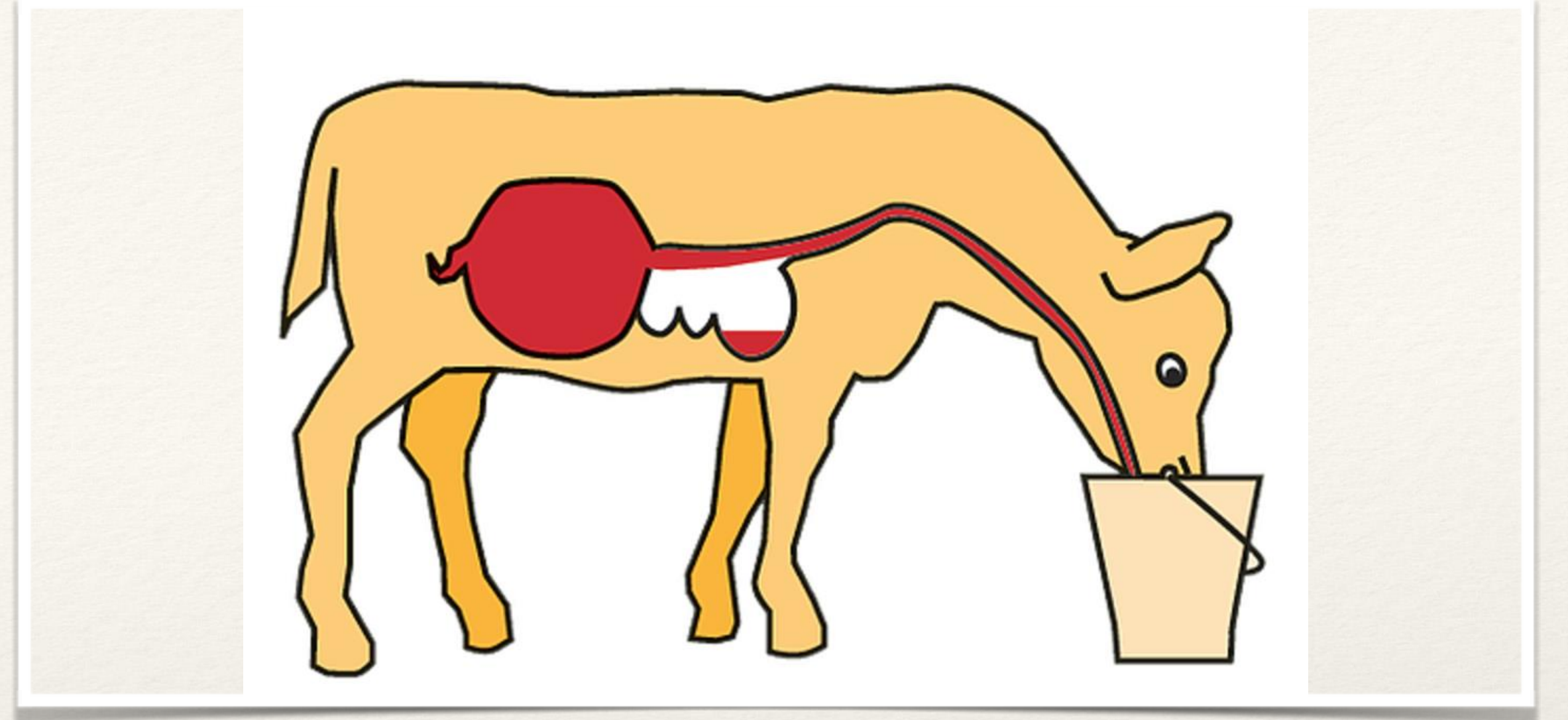
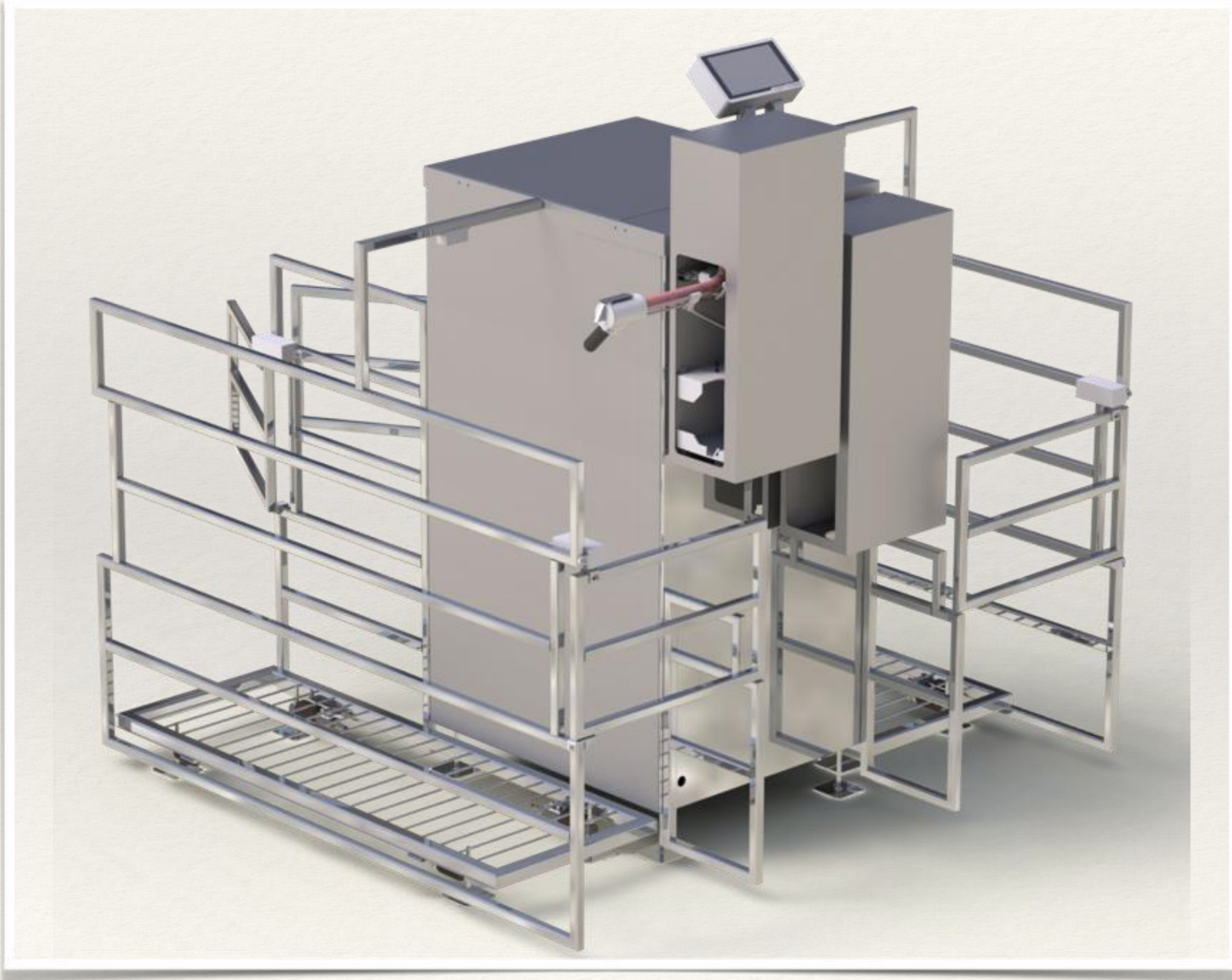
ADEZYON BARIYERİ

Cerrahi Adezyonun Önlenmesi için Nanolifli
Cerrahi Adezyon
Bariyerleri



SMARTMOM

Özgün, patentli, tam otomatik buzağı
besleme ünitesi

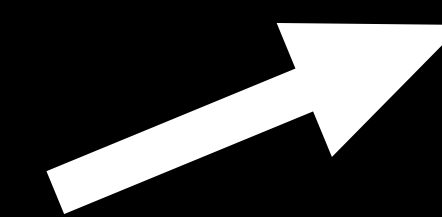


VETTARGE

Robot Teknolojileri



~2 yıl



€ 6.1m

DİNLEDİĞİNİZ İÇİN TEŞEKKÜRLER...

Mehmet ALPATLI
ŞEHİR Kuluçka Merkezi *incuba.city* Müdürü
@ ŞEHİR TTO

6 Kasım 2017



**Teknoloji
Transfer
Ofisi**

