



STARTECH INOVATORI 2021.

NOVI PROBIOTIK ZA UBLAŽAVANJE SIMPTOMA DIJABETESA I PREDIJABETESA

Globalno novi proizvod / Zdravstvo & Hrana

Dia Solution

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Dijabetes je jedna od najzastupljenijih globalnih nezaraznih bolesti koja pogađa 10% globalne populacije, dok je 30% populacije u riziku (predijabetes). Kao sedmi uzrok smrtnosti povezan je sa smanjenim kvalitetom života i visokim rizikom od razvoja niza ozbiljnih bolesti (slepilo, bolesti bubrega, jetre i srca). Pored terapije (insulin) oko polovine ljudi sa dijabetesom uzima dijetetske suplemente da bi izbegli komplikacije povezane sa dijabetesom. Većina suplemenata (alfa-lipoična kiselina, hrom, folna kiselina, tiamin, cimet) izazivaju i neke neželjene efekte (hipoglikemiju, oštećenje jetre, osip ili dijareja).

DiaSolution su dizajnirali inovativni probiotik za ublažavanje simptoma dijabetesa kao potpuno prirodni proizvod sa zaštitnim efektima na ćelije pankreasa, jetre i bubrega, koji doprinosi poboljšanju kvaliteta života pacijenata bez ikakvih neželjenih efekata. Protektivni efekti su već dokazani u pretkliničkim studijama na životinjama, a dodatno testiranje u kliničkoj studiji je ugovoreno sa Medicinskim fakultetom u Beogradu.

TRŽIŠNI FOKUS I POTENCIJAL

Očekuje se da novi probiotik do kraja 2022. izađe na domaće tržište, a zatim i na globalno tržište kroz strateško partnerstvo sa vodećim partnerima iz farmaceutske industrije za dve do tri godine. Primarno tržište za probiotik je globalno tržište funkcionalne hrane, posebno hrane sa dodatnom vrednošću za specifične načine ishrane, poput one za regulisanje dijabetesa. Drugo tržište je tržište starter kultura za proizvodnju mlečnih fermentisanih proizvoda, čija je globalna vrednost u 2019. bila 1.100 miliona \$ i očekuje se da dostigne 1.450 miliona \$ u 2025, sa 5,3% CAGR uglavnom na osnovu rastuće potražnje u mlečnoj industriji.

TIM

Članovi tima imaju dugogodišnje iskustvo u istraživanju, razvoju i komercijalizaciji inovacija i transferu tehnologija: dr Nataša Golić, dr Maja Tolinački i dr Milica Živković, molekularni mikrobiolozi specijalizovani u oblasti probiotika, i Damjan Damnjanović, osnivač „Plavog kruga“, srpskog udruženja pacijenata sa dijabetesom.

MOGUĆNOSTI ZA PARTNERSTVO

Projekat je trenutno u fazi pripreme za fazu 1 kliničke studije koja će biti izvedena na Medicinskom fakultetu u Beogradu. Tim trenutno traži investiciju od 350,000 € za 15% vlasničkog udela za skaliranje kompanije. Nakon što se pokaže efikasnost probiotika za dijabetes, biće potrebna investicija od 1 milion € za 10% vlasničkog udela kao i globalni distributer.





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NEW PROBIOTIC TO RELIEVE SYMPTOMS OF DIABETES AND PREDIABETES

Global innovation / Healthcare & Food industry

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Diabetes is one of the most common global non-communicable diseases, affecting 10% of the global population, and 30% at risk (prediabetes). As the seventh cause of death, it is associated with a reduced quality of life and a high risk of a number of serious conditions (blindness, kidney, liver and heart diseases). Along with therapy (insulin), about half of people with diabetes take some form of dietary supplements to avoid complications, but most (alpha-lipoic acid, chromium, folic acid, thiamine, cinnamon) also cause some side effects (hypoglycemia, liver damage, rash or diarrhea).

DiaSolution has designed an innovative probiotic to ease symptoms of diabetes as a completely natural product with protective effects on pancreatic, liver and kidney cells, contributing to improved quality of patients' life without any side effects. Results have already been proven in preclinical animal studies, and further clinical study is scheduled in cooperation with the Faculty of Medicine in Belgrade.

MARKET FOCUS AND POTENTIAL

The new probiotic is expected to enter the domestic market by the end of 2022, and then the global market through a strategic partnership with leading partners from the pharmaceutical industry in 2-3 years. The primary market is the global market for functional foods, especially added-value foods for specific diets, particularly for diabetes.

The second market is the starter culture market for dairy products, whose global worth in 2019 was \$1,100 million and is expected to

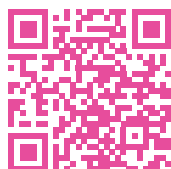
reach \$1,450 million in 2025, with 5.3% CAGR mainly based on growing demand in the dairy industry.

TEAM

The team consists of four members with years of experience in R&D, technology transfer and commercialization of innovative products: Dr Natasa Golic, Dr Maja Tolinacki and Dr Milica Zivkovic, all molecular microbiologists specialized in probiotics, and Damjan Damnjanović, founder of Serbian Association of Patients with Diabetes "Blue Circle".

PARTNERSHIP OPPORTUNITIES

The project is in preparation for phase 1 of clinical study at the Medical Faculty in Belgrade. The team currently seeks a €350,000 investment for 15% of ownership share, to enable scaling. Upon proving the probiotic's efficiency, the team will need a €1 million investment for 10% ownership share, and a global distributor.



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JAN 2022