



# Biovision Catalyzer 13-14 APRIL 2016



**BIOVISION** The World Life Sciences Forum

## LUMITHERA, INC.

### One line pitch:

LumiThera is a developmental stage medical device company developing a non-invasive treatment to stop vision loss in age-related macular degeneration



### Market Analysis:

AMD is the leading cause of blindness in adults over 65 years of age. There are no approved treatments for dry age-related macular degeneration (AMD). LumiThera has established clinical improvements in vision outcomes in dry AMD patients in two clinical studies with photobiomodulation (PBM). Retinal imaging with Optical Coherence Tomography (OCT) has now shown anatomical changes providing disease-regression following PBM. To date, PBM has been assessed in over 100 eyes using a unique multi-wavelength approach. The company has developed a novel office-based light emitting diode (LED) medical instrument to treat dry AMD.

### Business Proposition:

The company is commercializing a LED-office based instrument for the ophthalmologist and optometrist. The physician would purchase the instrument as a low-cost capital item with a service contract. Disposable eye/chin contact coverings provide for patient safety. A pay per use treatment fee is charged per session, which provides for a recurrent revenue stream. A smart key encrypted design is used to allow the physician to buy credits and track treatment usage by the instrument. A detailed sales and service team would work with the physician to create an AMD treatment business using our CE and FDA-cleared treatment.

### Competitive Advantage:

Currently, the only treatment for dry AMD is vitamin supplements. The device provides a non-invasive, non-pharmaceutical photobiomodulation approach to a previously untreated population of dry AMD patients. The LT-300 device can treat each eye in under 5 mins and provides a cost-effective treatment to slow the progression of the disease and improve visual function.

### Investment Attractiveness:

LumiThera is a late stage developmental company with a CE mark expected in 2016. The LT-300 device is a small capital ophthalmology office based expense that provides pharmaceutical margins with a recurrent revenue line. LumiThera is targeting a large unmet medical need to prevent vision loss in the elderly with dry AMD. Two clinical trials have demonstrated clinical benefits and pathological benefits in subjects. Early adopters have been identified and the company is establishing first in class data to support the early commercialization in EU.

### IP Situation:

The company has licensed issued and pending patent applications from Dr. Dotson and Merry surrounding the use of one or more wavelengths of photobiomodulation for the treatment of ocular disease or damage. The company has filed further US and PCT applications for the novel office device, methods and home wearable devices for the use photobiomodulation for ocular indications. In total, the company has 9 issued and pending patent applications.

## COMPANY PROFILE

- **Website:**  
www.lumithera.com
- **Activity:** MedTech
- **Contact:**  
TEDFORD Clark  
ctedford@lumithera.com
- **Location:**  
19332 Powder Hill Place NE  
98370  
United States
- **Founded in:** 17/04/2013
- **Employees:** 5
- **Management:**  
Tedford Clark  
President and CEO, co-founder  
Dotson Robert  
Vice President, Chief Medical Officer, co-founder  
Merry Graham  
Vice President, Clinical Research, co-founder
- **Financial information (€):**
  - **Company stage:**  
Developmental
  - **Capital raised to date:**  
1,800,000
  - **Monthly burn rate:**  
200,000
  - **Capital seeking and date:**  
6/2016 - 9.0M
- **Investors:**  
Keiretsu Capital I and II
- **Referred by:**  
Bruno Montanari (Omnes Capital)