

# ANIMAL HEALTH INNOVATION Europe INNOVATION SHOWCASE FINALISTS 2021

22-23 February • Virtual Event • @AHInnovation #AHInnovationEU

Animal Health Innovation Europe is the premier investment forum showcasing the most exciting investment opportunities in animal health and nutrition. It connects those businesses with financial investors and strategic corporate partners.



Bio**o**tangents



We are proud to announce the 20 finalist companies selected to present at the 2021 Animal Health Innovation Europe Showcase.

Headline  
Partner:



Platinum Digital  
Innovation Partners



# A SPECIAL THANK YOU TO THE SELECTION COMMITTEE

The Selection Committee members were responsible for selecting the showcase companies at Animal Health Innovation Europe 2021. Each of our committee members has an extensive breadth of experience and knowledge across animal health and nutrition industries and will be available for meetings at the conference.



**Charles Hoare**  
Managing Director, Head  
of European Healthcare  
**Stifel**



**Matthias Hofer**  
Managing Partner  
**Stonehaven Consulting**



**Julia Stephanus**  
Founder and President  
**Avviare**



**Maarten Goossens**  
Co-founder & Principal  
**Anterra Capital**



**Cindy Cole**  
Partner  
**Digitalis Ventures**



**Spencer Swayze**  
Managing Director  
**Paine Schwartz Partners,  
LLC**



**Paul Dick**  
President, **Paul Dick  
& Associates Ltd** and  
Managing Partner,  
**Vet Venture Capital Inc.**



**Tom Prins**  
Head of Dealflow  
**AquaSpark**



**Sarai Kemp**  
VP Business Development  
**Trendlines AgTech**



**Bruce Tailon**  
Senior Director, External  
Innovation  
**Elanco**





# VIRTUAL. NETWORKING. REIMAGINED.

**Animal Health Innovation Europe is committed to bringing innovative and inspiring emerging companies together with partners looking to acquire and invest.**

We have advanced our networking capabilities to help you recreate the unexpected business interactions that are so valuable at our face-to-face events.

This includes:

Virtual roundtable discussions of 8 people  
Workshop groups of 20+ people  
Interactive content delivery

Virtual Networking Roulette- Engage in unexpected interactions and perhaps uncover a new opportunity

You will still have access to our **MEETING MOJO** platform which allows you to create a bespoke meeting schedule, ensuring you connect with the industry stakeholders that are most important in building your business.

**MEETING MOJO** gives you access to the entire attendee list and allows you to message AND invite people to connect during the formal meeting sessions run throughout the day.



## SCHEDULED MEETINGS

### Who You Will Meet

- + Start-Ups & Early Stage Biotech Companies
- + Business Development Teams from International Pharmaceutical Companies
- + Leadership from Multinational Corporations
- + Mid to late-stage Health and Nutrition Companies
- + Global Distribution Leaders
- + Venture Capital and Private Equity Investors
- + Market Intelligence and Consultancy Providers
- + Universities and National Regulatory Bodies
- + Contract Research & Contract Manufacturing

Join the Finalists:  
**REGISTER TODAY**



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



## Sebastian Gabor

CEO & Co-Founder

**Digitail**



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

Digitail is solving the gap between the ever-growing expectations of millennial pet parents and the experience offered by veterinarians with their current tools.

Digitail started from the idea that physical health cards are outdated and pet parents deserve a better way to manage their pet's health. Many pet parents still keep health records on paper, get medical information from Google and connect with the vet only when they physically go there.

Vets are currently using antiquated systems that are not built to enable a customer-centric experience. Most of these systems were built when the millennials weren't even born. Can you imagine a young vet tech, that is used to Facebook, Instagram and Tik Tok, using a windows 95 type of system in their day job?

This has to change in order to provide better care for pets and the only way to build a digital health card app is to digitize the information which is currently either on paper or inaccessible in legacy PMS systems.

Digitail for Pets is a Digital Health Card App for pet parents that makes it easier for them to keep their pets healthy while saving time & money.

Digitail for Vets is an easy to use system for vet practices on which they can rely daily.

We started working on Digitail in Jan 2018 and in just 12 months we had our first MVP and over 50 clinics using Digitail. Last year, after getting our pre-seed, we 3x'ed our customer base, reaching 150 clinics. Now we have over 300 paying customers – representing 60% of our serviceable, obtainable market in Romania and we are already showing early traction in other markets such as the US, Canada, the UK and Australia.

### About the Speaker

Sebastian Gabor was featured on the Veterinary Innovation Podcast and has been a speaker at veterinary conferences and had the chance to be on a TED stage. He is an avid reader, an Ironman finisher, and loves hiking and debating world problems with his friends.

He is a serial entrepreneur and a pet parent who, together with Ruxandra Pui and Alex Gheorghita, has brought together a team of mission-driven veterinarians, pet parents, and tech experts who are dedicated to helping veterinarians and improving pet care.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



## Dr. Oliver Gehrig

Co-Founder and Consultant

**DiploVets**



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

DiploVets operates an interdisciplinary community-based veterinary telemedicine platform that connects any veterinarian with Board Certified Specialists and facilitates the process of exchanging knowledge, experience, and expertise. Moreover, it makes an important contribution to increasing the competence of our users and the general quality of veterinary care.

DiploVets is a two-sided online platform. On the one side, it enables Board Certified Specialists of all disciplines to list their expertise and earn money by writing reports. On the other side, it provides veterinarians easy access to such specialists. With a simple online referral, we connect every clinic with our specialists and distribute their experience and expertise. With over 45 listed Diplomates we operate the fastest growing interdisciplinary expert network in Europe. The interdisciplinary coverage enables veterinarians to receive reports in all fields of veterinary care, all over the world. DiploVets receives a 20% commission for each report. Moreover, DiploVets charges an administration fee for every successful transaction.

DiploVets is more than a teleradiology provider. We are building a global expert network for veterinarians. In the next step, the platform will be a veterinarian radiology workspace for collaborative diagnostics around imaging findings. We intend to implement a cloud-based DICOM Archive for our users. This will build up a structured, searchable (text and image based) repository with fully anonymized and traceable DICOM-studies. While offering a huge database of studies, specialists and teleradiology providers have the possibility to report on these studies within a telemedicine marketplace/ Amazon Model. This concept does not only work for Vet-Teleradiology providers but in all areas of companion animal medicine as well.

### About the Speaker

Dr. med. vet. Oliver Gehrig is a veterinary industry professional with several years of experience in marketing, sales and technical management. As an expert in e-health and telemedicine, he co-founded DiploVets, a leading expert platform to connect veterinarians with board certified specialists for better diagnosis and treatment options.

His veterinary background and experience in sales and marketing has been instrumental in developing a telemedicine platform for veterinarians with structured data archiving for future needs (Data & AI), lecturing about digitization in veterinary medicine and consulting about future trends.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



**Stina Linge**

CEO  
**Emollivet**



**Pre-Series B company seeking up to £2 million**

## Company Value Proposition

Emollivet makes everyday life easier for pet owners whose pets suffer from skin conditions. By offering quick-drying and efficient spray products for topical use, Emollivet reduce the need of cones, medical baths, and messy treatments. The technology behind Emollivet is an innovative, patented, drug delivery system for active ingredients, including pharmaceuticals, and offers excellent emollient properties due to the high content of emollient lipids.

## About the Speaker

Stina Linge is the CEO at Emollivet and is passionate about transforming tech based business ideas into growth companies. She has 7+ years of experience of working with tech startups in the role as CEO, chairman of the board, investor and business coach. Previous to working with Emollivet she was the Head of startup programs at the internationally top ranked incubator Chalmers Ventures where she has supported 100+ startups. Mrs. Linge holds a M.Sc degree in Engineering Physics as well as a M.Sc. in Entrepreneurship from Chalmers University of Technology.

Skin conditions are among the most common health problems in dogs. Allergies are an increasing problem. Atopic dermatitis is estimated to have a prevalence of 10-15% and there is no cure yet. There is a need for innovative and user-friendly solutions to improve quality of life for the affected dogs as well as their owners. The main advantage with Emollivet's patented technology is the combination of being 1) user-friendly: a quick-drying, water-free solvent, which reaches skin protected by fur in an efficient way and 2) efficient: an excellent matrix for included active ingredients, including pharmaceuticals.

The ambition is to build a global growth company delivering innovation to animal health. We are looking to find collaboration partners that are willing to be part of a pilot project. The collaboration partner will bring the active ingredients and we will bring the drug delivery system. We are also interested in building relationships with potential investors.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



**Peter Selover**

CEO

**Exubrion Therapeutics**



**Series B+ company seeking £2-10 million**

## Company Value Proposition

Exubrion Therapeutics® is an independent, venture-backed animal health company that develops and commercializes novel radiotherapies for use in animals. Exubrion Therapeutics'® lead product, Synovetin OA®, is a long-acting injectable treatment for canine osteoarthritis that provides up to 1 year of inflammation and pain relief from a single injection. Synovetin OA® provides veterinarians a much-needed intermediate treatment option for osteoarthritis between short-acting products (e.g. daily NSAIDs, etc.) and surgical solutions. The product is administered by a veterinarian in licensed treatment centres via intra-articular injection and patients are generally discharged the same day.

Synovetin OA® enables the use of a well-established human procedure to treat osteoarthritis in dogs. The procedure, radiosynoviorthesis, is the injection of a radioisotope to restore the synovial lining of the joint and has been used in people for decades. Synovetin OA® is a patented, medical device that is based on a unique radioisotope, tin-117m. The breakthrough of tin-117m is that it emits therapeutic conversion electrons a very short, discrete distance (~.3mm) and has a relatively long half-life (~13.9 days). In Synovetin OA®, the tin-117m is formulated into a homogenous colloid which remains in the joint and is not absorbed systemically. The combined result of these factors is the documented duration of effect of up to one year.

Exubrion Therapeutics® is a fully functional organization with its own dedicated supply chain, marketing, customer service and field-based sales and technical service teams. Exubrion is commercialising the product in the U.S. now.

## About the Speaker

Peter ("Pete") Selover is the Chief Executive Officer of Exubrion, a position he started in 2018 as Exubrion was spun-out into an independent company. Mr. Selover has over 25 years of experience in human and animal health. From 2010 until 2018, Mr. Selover was a principal at Oriole Advisors where he advised human and animal health clients in business development, corporate strategy and product development. During that same time, Mr. Selover helped to found three separate animal health startup companies in livestock probiotics, pet dental care and aquaculture feed coatings respectively. Prior to that, Mr. Selover spent 10 years at Meril Ltd, most of it as the Vice President of Corporate Development & Strategy. Before joining Meril, Mr. Selover worked in Corporate Finance at Merck and in management consulting at Accenture.

He holds a BS in Electrical Engineering from Purdue University and a Master of International Business Studies from the University of South Carolina.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS

**MabGenesis**  
Expand druggable space

## Katsuhiro Shinjo, DVM, PhD

CEO and Co-Founder

**MabGenesis Inc.**



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

We deliver safe and effective fully canine (feline under planning) monoclonal antibody (mAb) therapeutics. Fully canine mAbs are expected to show improved safety, efficacy and pharmacokinetic profile compared with existing chimeric or caninized mAbs. Our quality phage display library technologies enable efficient discovery of mAbs with better efficacy against established targets such as cytokines, and against targets previously thought difficult to address with traditional modalities.

### About the Speaker

Katsuhiro has rich experience and achievements in R&D as a scientist and manager both in human and animal health over 25 years. One of his achievements in drug discovery is an EP4 receptor antagonist he invented at Pfizer, which is currently on the market and widely used for the treatment of canine arthritic pain.

Thanks to recent progress in the control of parasites and infectious diseases, and specialty pet foods, lifespans of companion animals are becoming longer. However, they have more chances to develop chronic diseases such as cancer, dermatitis and arthritis, much like humans. Thus, safe and effective therapeutics are needed to treat the aging animals in the long term.

We provide fully canine therapeutic mAbs that are safe and effective during chronic treatments for years. Fully canine mAbs are considered safer than small molecule drugs and even chimeric or caninized antibodies that may cause adverse events due to unwanted immune reactions. We intend to become profitable in 2023 and strive to achieve IPO in 2025.

In this event, we hope to find partners to isolate innovative and fully canine/feline antibody therapeutics for canines/felines under research collaboration agreement using our platform phage display antibody technologies. Also, we seek investors who become interested in our technologies and support our business to achieve our goals in a long-term perspective.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



## Thomas Tillett

Co-Founder and CEO

**MBF Therapeutics**



**Series B+ company seeking £2-10 million**

### Company Value Proposition

MBF Therapeutics is a life science company using its innovative immunotherapeutic DNA vaccine platform to create disruptive products for the infectious disease and canine cancer animal health markets, with translational application in human health. MBFT technology promises a more effective, longer lasting, readily adaptable and straightforward to manufacture vaccine platform - a different and disruptive approach to the most serious disease problems in animals.

### About the Speaker

Thomas Tillett – Co-founder and CEO of MBF Therapeutics, an animal health company that is developing next generation gene based immunotherapies to treat cancer and infectious diseases in both companion animals and livestock. Tom is the founder and Executive Director of Sustained Acts, a Christian non-profit focusing on sustainable projects in Africa and serves on the Friends of Kijabe Hospital Board of Directors. Mr. Tillett was founder, and CEO of RheoGene. As RheoGene CEO, he and his team created the RheoSwitch® Therapeutic System (RTS) that led to the first human clinical trial of a small molecule-induced gene regulation system. In 2007, he successfully completed the merger of RheoGene Inc. with Intrexon Corporation who has continued the development of RTS through a various clinical trials for cancer and other important therapeutic indications. In April, 2019 the FDA announced that the RheoSwitch Therapeutic System for glioma blastoma was approved for Fast Track designation.

MBFT is developing proprietary immunomodulating and checkpoint inhibitor immunotherapy technology for cancer and infectious diseases in both animal and human health. We use DNA vaccines that elicit T-cell responses that precisely target selected antigens, thus, yielding durable cell-mediated immunity. These, combined with a proprietary nonviral delivery system (CaptaVax™), provide MBFT with a powerful platform technology from which multiple innovative products can be developed. MBFT business strategy is to built upon collaborations. During 2020 we signed collaboration agreements with Smithfield Foods (swine vaccines), African Swine Fever (ASF experts), and a Next Generation SARS CoV-2 vaccine (a cross-functional team).

MBFT is focused on developing and commercializing innovative products that address the need for targeted cell mediated responses that can be rapidly adapt to pathogen evolution and new emerging pathogens for the animal health industry and building a technology portfolio that can also be used to leverage new products into the human health market through spin out companies.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



## Ed Goluch, PhD

Founder & CEO  
QSM Diagnostics, Inc.



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

Not diagnosing a bacterial infection correctly is bad for the animal, pet owner, and vet. The animal ends up with an aggressive infection, is in pain, and now has an infection that is harder to treat. The owner ends up having to pay more in the long run for extra tests, procedures, and specialist visits. QSM technology provides information to veterinarians in minutes that improves their diagnosis and treatment plan resulting in better animal care, pet owner retention, and increased revenue.

### About the Speaker

Dr. Goluch founded QSM Diagnostics, Inc. in 2014, while an associate professor in the Department of Chemical Engineering at Northeastern University in Boston. Dr. Goluch licensed the IP that he developed with his research group from the university and joined QSM Diagnostics full time in 2017. He currently serves as CEO and Chairman of the Board at QSM Diagnostics.

Dr. Goluch holds a doctorate in Bioengineering from the University of Illinois at Urbana-Champaign. His interdisciplinary training in chemical, mechanical, and biological engineering allows him to connect concepts from various disciplines to provide unique solutions to complex problems. Dr. Goluch has over 60 publications in the areas of sensors, microfluidics, and biophysics, and is listed as the inventor on multiple patents. He has received award from multiple professional organizations and his publications have been cited over 2000 times.

QSM Diagnostics is fundamentally changing how bacterial infections are diagnosed and treated by exploiting bacterial communication (quorum sensing molecules) and virulence factors as biomarkers. The patented, easy-to-use platform developed by QSM Diagnostics provides point-of-care diagnostic test results for bacterial infections in 2 minutes rather than the 2-3 day turnaround of standard tests, which allows veterinarians to provide better treatment and help mitigate the spread of antimicrobial resistance. The initial product line is being developed for the companion animal market, with a *Pseudomonas* dog ear infection launching now and a 7 bacteria UTI test set to launch Q4 of 2021.

An extensive menu of diagnostic tests are in development for the platform including faecal and zoonotic infections. The underlying technology can also be adapted to products for human use, such as a point-of-care rapid presumptive diagnosis of infection in intensive care units (ICUs) and continuous monitoring of catheterized patients to detect infection sooner and prevent sepsis.

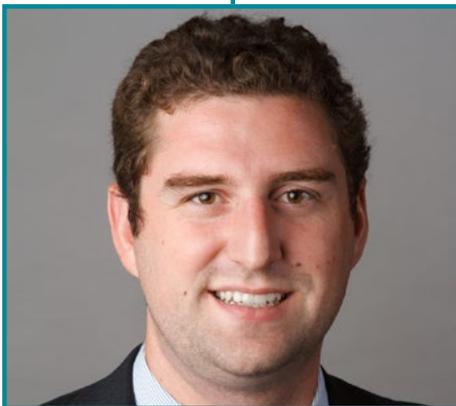
QSM is looking for partners in the animal health space to help with product distribution and co-development of new tests for its platform instrument. QSM is also looking for investors that might participate in its next round of fundraising.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



**Daniel Oliver**  
CEO  
**Rejuvenate Bio**



**Pre-Series B company seeking up to £2 million**

## Company Value Proposition

Aging is caused by the dysregulation of multiple systems in the body that manifest itself in age-related disease. Current solutions focus on each problem individually, ignoring the interconnectedness of the challenge. Rejuvenate Bio utilizes gene therapy, proprietary targets, and the animal health market to bring anti-aging therapies to market in an incredibly capital-efficient manner.

Rejuvenate Bio's (RB) lead therapy has demonstrated the ability to treat heart failure, kidney failure, diabetes, and obesity in mice and has also shown to be safe and efficacious in dogs. In 2021, RB will complete its final clinical trial in animal health before bringing its first product to market for Mitral Valve Disease (MVD). This trial will also act as the final pre-clinical study needed for its first human therapy. MVD is the leading type of heart failure in dogs afflicting 7% of all dogs, with certain breeds having incidences approaching 80%. MVD is currently a death sentence with the current standard of care only addressing the symptoms not the disease itself.

RB aims to change the way aging and age-related disease are treated in both animal and human health. We hope to garner interest from both strategic partners and investors.

## About the Speaker

Daniel Oliver is a co-founder and the CEO of Rejuvenate Bio, a startup out of George Church's Lab at Harvard Medical School. Prior to Rejuvenate Bio, Daniel was awarded a Blavatnik Fellowship during which he co-founded Voxel8. Voxel8 was named one of the top 9 innovations at CES and one of the top 50 most innovative companies by the MIT Technology Review. Daniel received his M.B.A. from Harvard Business School and has degrees in Mechanical Engineering and Business from the California Institute of Technology.



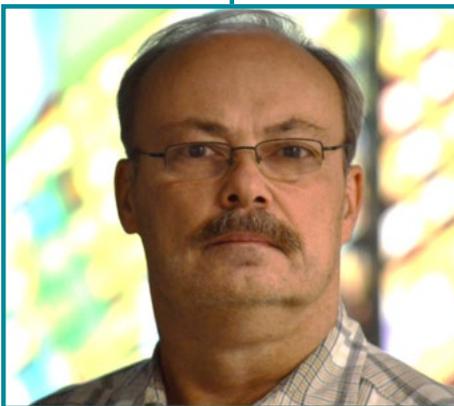
# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



**Albert Fosmoe**

CEO

AuxThera



**Pre Series B company seeking up to £2 million**

## Company Value Proposition

Trimauxil is a unique combination of a patented Rx weight loss compound and an automated web app technology that saves clinic time and solves key pain points, including automatically educating and engaging pet owners in the pet weight loss process. This multi-modal approach drives pet weight loss success.

As evidenced by the ongoing pet weight epidemic, veterinarians do not have a real working solution for overweight pets to offer pet owners. Trimauxil fills this void while providing new office revenue (without cannibalizing revenue from other products). Pet owners struggle with the limitations and lack of support that the current alternatives - including simple diet plans, diet foods and exercise alone - provide.

Trimauxil provides a “vet-only”, affordable and efficacious prescription product for weight loss with a powerful mechanism of action that works with all nutritionally complete foods. It’s simple to use, and the app saves vet offices significant time and effort with automated nutritional calculations as well as automated pet owner education and engagement.

The Trimauxil product and app are currently developed primarily for the US market, and patent coverage extends to EU and Asia.

## About the Speaker

Albert Fosmoe has 25 years of general management and FDA/EMA regulated drug/biologic/device product development experience for both human and animal products. Mr. Fosmoe has both hands-on and management experience in product development, manufacturing, quality and regulatory roles. His product experience spans bioactive implantable medical devices, orphan biological drugs, stem cell therapeutics for diabetes, in vitro diagnostic for traumatic brain injury, as well as a new class of antibiotics. Mr. Fosmoe received his Chemistry Degree from University of Florida with graduate studies in Material Science and Engineering under Professor Larry Hench.



# INNOVATION SHOWCASE FINALISTS COMPANION ANIMALS



## Dr. Stéphane Maddens

Founder and CEO

**Vetbiobank**



**Series B+ company seeking £2-10 million**

### Company Value Proposition

Vetbiobank is a French leading veterinary regenerative medicine biotech. Vetbiobank has developed a proprietary platform for manufacturing large volume of animal neonatal cell-based drugs used in the management of chronic inflammatory diseases in companion animals. Our mission is to promote animal well-being through convenient biological therapies, with high safety profile, long-term efficacy, and no observance issue. Vetbiobank has a unique industrial know-how in veterinary cell therapy.

Among chronic Inflammatory diseases highly represented in animals, osteoarthritis affects 20% of dogs and gradually generates a significant loss of mobility due to joint pain. Conventional treatments (ie: NSAID) are long-term treatments and often poorly tolerated.

Neonatal mesenchymal stem cells, which fully respect animal welfare, are an alternative to NSAID. Convenient, economic and without significant side effects, they restore well-being over several months and postpone the need for surgery.

Vetbiobank's current core objective is to secure a Series A financing round to support advance product development to market authorization, first in OA and then in main chronic inflammatory diseases.

Vetbiobank welcomes business partnership opportunities with vet Pharma companies interested in innovative and promising cell-based therapy, and corporate and Venture Capital funds looking for investment opportunities in the biotherapy market and willing to contribute shaping tomorrow's healthcare.

### About the Speaker

Stéphane (PharmD and PhD in stem cell biology; MBA Change in Innovation) founded Vetbiobank in anticipation of the growing demand in the animal health market for therapeutic innovation. He invested his expertise in the field of human neonatal stem cells and built a team of passionate collaborators to create a leading and respected pharmaceutical company, developing and manufacturing affordable, ready-to-use cell-based medicines for veterinarians to conveniently treat several important inflammatory diseases.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



**Claudia Jimenez**

CEO  
Algenex



**Late-Stage company seeking £10 million+**

## Company Value Proposition

Algenex is a private biotechnology company developing disruptive baculovirus-based technologies for the production of recombinant biologics. Algenex' first two platforms, TopBac® and CrisBio®, are based on baculovirus-based expression systems and have demonstrated their capacity to transform recombinant protein production through a process that provides almost unlimited and immediate scalability of manufacturing, production flexibility, simplicity and versatility while being extremely cost efficient.

## About the Speaker

Claudia has 20 years of experience and a proven record of accomplishment in corporate development, investor relations and communications. She started her career in corporate finance at WestLB AG in Germany, where she managed mergers and acquisition (M&A) projects across various industries. Following the completion of her MBA at Instituto de Empresa in 2005, she joined the biotechnology company TiGenix, taking responsibility for corporate development and leading the company's partnering efforts that culminated in a deal with Takeda worth up to €380M. Following the company's Nasdaq IPO, Claudia became responsible for investor relations and corporate communications until the completion of the acquisition of TiGenix by Takeda in 2018.

CrisBio®, is an automated process that enables productivity of gram/litre levels with an extremely low investment and the upside of production flexibility and immediate scalability. CrisBio® uses pupae from the *Trichoplusia ni*, the natural host of the AcMNPV baculovirus vector used in the commercial vaccine production to achieve a simple, robust and semi-automated process that has proven efficient in producing complex antigens.

CrisBio incorporates TopBac, an expression cassette that allows significant yield increases, long-lasting expression and reduces protein proteolysis and that can be used as a stand-alone technology in conventional bioreactor-based production systems.

To date, Algenex's work has centred mainly on the development and production of veterinary vaccines, with > 200 molecules successfully produced in collaboration with public and private partners, including multiple international pharmaceutical companies. The first dossier for a veterinary vaccine produced in CrisBio® is currently being reviewed by EMA.

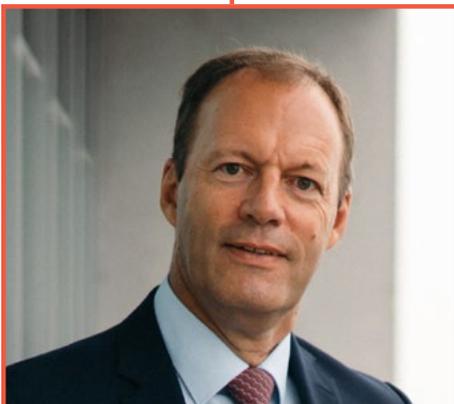


# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



## Alain Wille

CEO  
Animab



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

The Animab product line is a cutting-edge class of orally administered antibodies designed to improve the performance of livestock animals.

In an innovative approach, Animab prevents intestinal infections with an on-demand solution that targets specific pathogens with immediate efficacy. Spanning a range of gastrointestinal indications, many new product opportunities that target bacteria, viruses and host factors in livestock animals are now possible with this ground-breaking proprietary technology.

Pathogens are known to cause disease, but they also can have a significant impact on overall animal performance. That's why the industry is actively looking for cost-effective solutions. At the same time, consumers, regulators and health organizations want a reduction in antibiotics in food sources.

Our pioneering biotechnology helps to optimize livestock health management with three key elements: 1) ease of oral administration 2) minimizes the need for antibiotics, and 3) offers an alternative to zinc oxide (banned as of 2022 for environmental reasons).

We seek to develop a range of monoclonal antibody products against a range of gastrointestinal pathogens that will improve the health, wellbeing and performance of production animals.

### About the Speaker

As CEO of Animab, Alain is committed to developing cutting-edge biotechnology for better animal performance. With over twenty years' experience in animal health in roles at Merial and Boehringer Ingelheim, Alain has a wealth of industry knowledge which he applies to Animab's development of orally administered antibodies, designed to improve the performance of livestock animals.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS

**ARMENTA™**  
BeCowse We Care

## Gil Hakim

Chairman and CEO

**Armenta**



**Series B+ company seeking £2-10 million**

### Company Value Proposition

Armenta developed the 1st non-antibiotic treatment for bovine mastitis, using acoustic pulse technology (APT). Bovine Mastitis is a response to an invading bacteria into the udder, affecting its function and is regarded as the leading cause for losses in the dairy farm. Bovine mastitis leads to lower milk yield and milk quality and higher culling rates. Losses per mastitis can reach \$500 a year per cow, leading to annual losses in the U.S. and EU to be over \$4B.

Bovine mastitis is treated mainly by antibiotics. The use of antibiotics leads to discarding milk during treatment, increased risk of developing AMR (antimicrobial resistance) and compromising cow's health. In addition, antibiotics only treat the invading bacteria and not the damages it causes to the tissue, leads to lower future milk production post treatment.

APT developed by Armenta, is based on the biological benefits of acoustic pulses, used for over 20 years in human care treating inflammatory diseases. APT was found to improve udder health (higher milk quality) and function (higher milk yield) and leads to healthier (lower culling) and profitable dairy cows.

Overall, implementing successfully APT on the dairy farm, around \$300 a year per cow can be saved, leading to >\$2.5B return to dairy farmers, making dairy farming sustainable and resilient.

Armenta products are fully commercial. 5-year sales projection is estimated to be >\$350m a year.

### About the Speaker

Gil has 20 years of executive experience in the Biotech and MedTech industry. He is currently the Chairman and CEO of Armenta, an AgTech company developing non-antibiotic treatment for cattle diseases using acoustic technology. Previously was the CEO and then President of UroGen Pharma (NASDAQ: URGN), leading the company from its early/seed stages, defining its vision and strategy developing new therapies in the treatment of urothelial cancer. Successfully raising funds of over \$160m and over \$220m in business development deals. Prior to that, Gil was the Director of New Product Development at Medispec Ltd., developing novel acoustic-based medical device products in fields such as cardiology, vascular medicine, urology, veterinary medicine, and dermatology.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS

Biotangents

## Rachel Mallet

Director of Commercialisation

**Biotangents**



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

Biotangents develop lab-quality diagnostic tests for infectious diseases that can be used in the vet clinic and deliver results in less than 2 hours. This overcomes the delay of waiting for results from laboratories affording the following benefits:

- Immediate decision making based on results
- Targeted & responsible use of antimicrobials
- Effective use of vet/farmer time
- Reduced disease spread
- Improved treatment outcome
- Improved productivity & margin
- Improved welfare
- More sustainable production

Biotangents combines machine learning bioinformatics, customisable biology workflows and advanced microfluidics to deliver the next generation of veterinary diagnostics for in-clinic/on-farm use. We aim to enhance the sustainability of livestock farming and enable vets and farmers to take rapid action to treat and prevent disease. We have developed Moduleic Sensing™, a proprietary molecular diagnostic technology that detects specific nucleic acid (DNA or RNA) sequences, characteristic of a given disease, bringing laboratory quality molecular diagnostics to the farm or vet clinic in a simple-to-use, automated format. We can rapidly design tests for new disease targets to facilitate the responsible use of antimicrobials.

### About the Speaker

Rachel joined Biotangents in March 2020 as Director of Commercialisation to lead commercialisation and develop new partnerships. After graduating with a Bachelor of Veterinary Medicine and Surgery from the University of Edinburgh in 2012, Rachel worked for two years as a practising veterinary surgeon before moving into veterinary pharmaceuticals spending 5 years in commercial roles focussing on livestock health. Rachel is passionate about animal health and welfare and the responsible use of medicines to support efficient food production.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



## Terry Canning

Co-Founder and CEO

**CattleEye**



**Pre-Series B company seeking up to £2 million**

### Company Value Proposition

CattleEye insights deliver a double bottom line by monitoring and improving animal welfare standard and saving dairy farmers up to £350 per cow per year. A prime example of the insights that CattleEye can deliver is an early indication of dairy cow lameness which can save dairy farmers money by tackling a problem which adds a cost of 1p per litre equating to a £142m annual loss to the UK dairy sector.

Our mission is to provide the next generation of ruminant livestock monitoring solutions, improving the lives of farmers and their livestock. We plan to bring to market the first autonomous livestock monitoring system for ruminant livestock based on video analytics, powered by deep learning Artificial Intelligence. To use our technology a farmer simply needs to install a low-cost security camera over the exit race of their milking parlour then our cloud-based AI algorithms will start learning how to identify their cows, monitoring welfare and an increasing number of other behaviours.

In a very short period of time, CattleEye has gained tremendous momentum, we very quickly attracted a highly experienced team of data scientists who have achieved impressive technical milestones. These technical achievements are matched with our commercial traction as is evidenced by our partners who have engaged early with us including the largest UK retailer and largest dairy farmers in UK and USA.

### About the Speaker

A seasoned AgTech Entrepreneur, Terry grew up on a dairy farm. After studying engineering, he spent 9 years working for blue chip companies worldwide on cloud computing projects. In 2004 he applied this knowledge to the livestock industry founding FarmWizard.com the world's first SaaS for managing livestock. He grew that business over 10 years selling it in 2015 to WheatSheaf. Terry believes that recent advances in Machine Vision powered by Deep Learning Artificial Intelligence now creates an opportunity to develop CattleEye, a truly Autonomous Livestock Monitoring solution. 2021 promises to be an exciting year for CattleEye with the unveiling of its autonomous mobility scoring system which has been successfully validated by a leading UK university.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



## Lewis Frost

Chief Operating Officer  
Ceres Tag



Series B+ company seeking £2-10 million

### Company Value Proposition

Ceres Tag is the lowest cost, most capable, scalable, plug and play animal information platform for ultimate automated traceability provenance, feed efficiency, genetic selection, greenhouse gas reduction, biosecurity monitoring, performance measurement and health and welfare monitoring.

Ceres Tag has recently entered the market for mass sales of thousands of units across nine countries and represents the next generation of advanced animal information beyond any current products or platforms in market. The sensor has direct satellite communications so no infrastructure is required, making the platform limitless in scalability and a simple plug and play capability.

The ultimate strategic goal is to control the data related to animals from sensor to historic diagnostics and to enable timely decisions. Whether this be from within and beyond farm gate, conservation or humanisation of pets including performance, traceability, finance, insurance, sale, marketing or animal welfare/health. We have built a one-of-a-kind scalable plug and play platform that will satisfy requirements of regulators, animal owners and everything in between. Basically, this is the Apple watch or Fitbit equivalent for animals.

The devastation we are experiencing through the pandemic has brought laser-focused attention to Ceres Tag and its biosecurity focus, particularly for livestock and wildlife. In the shadow of the CSIRO report indicating the threat of further zoonotic transfer of disease to humans (<https://www.csiro.au/en/Do-business/Futures/Reports/Health/Biosecurity-Futures>), we are confident that Ceres Tag capability will become a necessity around the world, not just for the benefit of animals, but also for the benefit of humans given our daily interaction as companions, food or entertainment/conservation.

### About the Speaker

Lewis Frost is the Chief Operating Officer of Ceres Tag, the world's first animal monitoring information platform with direct to satellite capability through a proprietary smart ear tag.

Lewis has a uniquely comprehensive professional background, having worked extensively in the fields of remote animal monitoring, livestock genomics, genetic improvement, animal health and molecular diagnostics over the past 15 years. Executing the majority of this experience in terrestrial livestock species (sheep, cattle, goats, pigs), Lewis offers expertise in animal monitoring and traceability at a commercial scale. As an advocate of tech adoption in production animal industries, Lewis is excited to be at the helm of the future of the agriculture sector in his position leading the commercial operations of Ceres Tag.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



**Annette Kleiser, PhD**

CEO

**Dalan Animal Health, Inc.**



**Pre-Series B company seeking up to £2 million**

## Company Value Proposition

Dalan is developing breakthrough vaccines for honeybees to protect this important pollinator from devastating diseases. Millions of hives succumb each year to diseases, exposing the industry to unsustainable financial pressures. Our easy-to-use oral immunisation strategy for honeybees is the only prophylactic solution for the industry. We are the leaders in insect health and are developing sustainable and innovative solutions to ensure safe food supply.

Our oral vaccines consist of inactivated pathogens that are fed to the paternal insect. Utilizing a mechanism called Transgenerational Immunepriming (TGIP), the vaccine is passed on from the maternal insect to the eggs. This priming will elicit an immune response in the developing hatchling, providing disease protection from the moment the next generation hatches. TGIP has been shown to be present in honeybees, shrimp, locusts and mealworms used in alternative protein production.

Vaccination has proven to be the most effective strategy for disease prevention. Vaccines are sustainable and indicated for organic use. We are pioneering insect vaccines. Current methods of disease control rely on chemicals, antibiotics and probiotics. None of these have been shown to be effective, and many have a deleterious effect on the environment, or have been banned from routine use. Destruction of colonies and quarantining of exposed units are effective but very costly to producers. Dalan is helping to resolve these issues.

## About the Speaker

Annette has over 20 years of experience in business development, start-up formation, corporate strategy development and alliance management, both in non-profit and the biotechnology industry. She started her career as a scientist at the University of Washington, Seattle before joining the University's Technology Transfer Team and subsequently Amgen's Licensing Group. Over the years she worked with numerous companies, universities, start-ups and foundations. All her projects were aimed at helping transition an idea from the lab to the market place. Some of her clients include the Bill and Melinda Gates Foundations, Xinova, the University of Southern California, and the University of Hawaii. In 2019 she co-founded Dalan Animal Health, to develop breakthrough vaccines for honeybees and other invertebrates. Annette serves as the company's CEO. She studied Biology at the University of Konstanz and earned her PhD at the Ludwig Maximilian's University in Munich.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



## Chris van den Berg

CEO  
FarmTrace



**Series B+ company seeking £2-10 million**

### Company Value Proposition

Using our widely deployed cloud-based software, FarmTrace connects isolated farm systems to create a single access point or “Plugin” for farm suppliers and vets to run tailored tools and services on farms. FarmTrace then captures the sustainability and quality gains made by digital services running on our software and connects those insights to Food Processors and Retailers. This creates a win-win situation across the food supply chain which benefits farmers and drives technological uptake.

More than ever before, technology is being used in animal product production which creates detailed data points on an individual animal level. Digital ear tags, farm robots and visual observations provide this insight.

Animal Health, Feed, Robotics, Genetics companies and more can use predictive data analytics and advanced insights that improve animal health profiles from the start. However, rolling out these new digital tools and services requires an interface with on farm management and robotics systems.

We offer our own farm management software and we provide farm access for our customers with ready-made digital services through our software integration platform. FarmTrace connects to tens of thousands of farms via our own livestock farm management systems and software integration platform.

Using our farm network connections and integration platform, we continue to develop and host applications that analyze animal health metrics for farm suppliers and consumers. We also work with our customers to tailor or develop new digital services that will run on our integration platform.

### About the Speaker

Chris is a top global expert on food supply chains, technology and agriculture. Raised on a dairy farm in the Netherlands, Chris built a career in food processing technology, feed ingredient sales, and business development management, before founding two successful ag-tech companies in Europe and Asia, including the world's first SaaS platform for cattle trading.



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS



**Dr. Heiner Lehr**  
CEO  
**Faromatics**



**Pre-Series B company seeking up to £2 million**

## Company Value Proposition

Faromatics develops smart robotics for livestock farms. We assist farmers in detecting animal needs as quickly as possible through real-time monitoring, and help improving animal welfare and farm productivity at the same time.

We use sensors, artificial intelligence and big data to create new insights for farm management. We currently concentrate on poultry farms. Through the use of our technology, farmers can double their net income.

We are the creators of the ChickenBoy, the world's first ceiling-suspended robot that monitors broilers 24h a day, every day. The ChickenBoy uses 9 different sensors, artificial intelligence and big data to monitor health, welfare and growth of animals as well as farm productivity. Our aim: better living conditions for animals, better economic return for farmers, smarter farm base management for integrators and products that consumers don't have to worry about.

## About the Speaker

Dr Heiner Lehr has a long career in software innovation, specializing in consulting and development of large-scale international projects. He has worked for a large variety of companies, including media giant Bertelsmann AG.

Heiner is a recognised expert in Precision Livestock Farming and traceability, having led the path-breaking project BrightAnimal and ALL-SMART-PIGS, as well as being work package leader in EU-PLF and board member of BioBusiness.

Heiner is also an entrepreneur, having co-founded Syntesa Partners and Associates in 2012 and INKUBIK in 2013.

Heiner has worked with seven UN agencies and the EU Commission on improving the competitiveness of the primary sector and has developed software solutions for the livestock management, the Halal sector, the palm oil and many other sectors.

Heiner holds a PhD in Quantum Mechanics from the Technical University of Berlin (summa cum laude).



# INNOVATION SHOWCASE FINALISTS PRODUCTION ANIMALS

**Telenostic**  
For Targeted Treatment

## Clare Hughes

Founder and CEO  
**Telenostic Ltd.**



**Pre-Series B company seeking up to £2 million**

## Company Value Proposition

Telenostic is a fully automated and patent protected technology that identifies and measures faecal parasites in a wide range of host species by means of digital imaging analysis. Telenostic uses AI technology to quickly and accurately identify and quantify parasites in faecal samples at a fraction of the cost and time of the current methods on the market which are typically manual, slow, inconsistent and not standardised between users.

Telenostic has been validated in a study by University College Dublin School of Veterinary Medicine which compared Telenostic with the current gold standard. This study has been published in the Cambridge Journal of Parasitology and found that Telenostic was comparable in terms of accuracy and repeatability whilst removing the need for highly trained staff.

Telenostic will decisively transform the current fecal testing landscape by automating the test and by moving it from laboratory to 'point of care' and in doing so, making it profitable for the industry.

Telenostic truly is a platform technology and has several global applications including analysis of animal, human and environment (air, soil and water) samples.

## About the Speaker

Clare holds a degree in pharmacy, she is the founder and CEO of CF Pharma which develops pharmaceuticals and veterinary products serving the Global Market. Previously Clare founded and sold NutriScience to the Belgian veterinary pharmaceutical company Ecuphar. Clare's most recent project is Telenostic Limited which she co-founded with her business partner Trish McOwen.

Clare is a member of the famous Hughes dynasty, renowned throughout the world as producers of top sport horses, showjumpers and racehorses.





# OUR PLATFORM: THE VIRTUAL EXPERIENCE

## TOP 10 BENEFITS OF DIGITAL

- 1 Tailor Your Agenda
- 2 More Audience Participation
- 3 Improved Audience Visibility
- 4 On-Demand Content
- 5 High Quality Speakers
- 6 More Networking Opportunities
- 7 Save Time & Money
- 8 Increased Content
- 9 More insights
- 10 Business Development Opportunities

TALK TO OUR TEAM TO FIND OUT MORE

### PREVIEW OUR PLATFORM

A virtual event may be a first for many, take a look at our content and networking platforms to see how easy it really is!



## VENUE & PRICING

PASS TYPE	EARLY BIRD (until 29 January 2021)	STANDARD RATE
<b>TIER ONE</b> Start-ups, VCs, Angel Investors Please note: Those offering consultancy or market intelligence services do not qualify for this rate	£499	£599
<b>TIER TWO</b> Animal Health Companies, Pharmaceutical Companies, CROs, CMOs, Consultants, M&A Advisors, Private Equity, Incubators, Accelerators and Distributors	£1,599	£1,799

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