



## A High Volume Source of Hepatocytes for Transplantation

### Product

HepatoCell Therapeutics Pty Ltd. has developed a process that results in a regular supply of hepatocytes. Our product, viable hepatocytes, can be used for cell transplantation, in bioartificial liver devices, or for research purposes.

HepatoCell envisages our primary product will be a GMP blood-matched syringe of cells to a hospital for transplantation. Ultimately it may even be possible not to match product through encapsulation of the cells. Encapsulation will require regular repeat treatments. HepatoCell is currently looking at a collaboration to further these applications.

### The Market

The primary market for HepatoCell will initially be colo-rectal cancer patients with secondary liver metastases. Introduction of healthy, viable hepatocyte would go a long way in restoring some liver function following resection. Once the initial application is successfully introduced, the focus will be patients with primary liver cancer and chronic liver failure/cirrhosis. In almost all cases these people will not be offered a liver transplant as an alternative due to the relatively small number of organs available compared to the lengthy waiting list.

HepatoCell will initially aim to treat people who want life extension, are on a waiting list and may benefit from a cell transplant. The biggest markets for this will be in Europe and Asia.

### Revenues

The roll out follows a similar adoption curve to SirSphere treatment (Sirtex) after regulatory approval. Estimated revenue per procedure is US\$20,000 (SirSphere is US\$15,000), with a gross profit to revenue ratio two-thirds that of Sirtex due to higher costs.

Annual revenue projections based on regulatory approval in Australia, Europe, and USA is AUD\$15M by 2017. As there are no competing products, and none on the horizon, this market position is achievable.

### Development Stage

This hepatocyte isolation method has been successfully tested in animals and is being further optimised for greater yields and increased viability (additional patent applications may be filed). HepatoCell is in the process of raising capital to proceed with a proof of concept trial for a limited

number of animals. It is envisaged that we can quickly progress to pre-clinical and Phase I studies. A protocol has been carefully designed to allow smooth progression into Phase II.



*Prof David Morris, Department of Surgery,  
St George Hospital Clinical School*

### The Scientific Team

Professor David Morris, Australia's leading liver cancer specialist, has expertise and networks that put HepatoCell Therapeutics in a good position to accelerate the uptake of the procedure into the marketplace.

### Commercial Opportunity

HepatoCell is seeking a partner to fund the next stage of development and add expertise in bringing a cell therapy to market. This will require approximately \$2.9 million to complete a Phase 1a/b trial in Australia. This is an exciting opportunity with huge potential.

The technology is protected by national phase applications in Australia, USA, Europe, Canada, Japan, South Korea, China, Singapore, and India.

### Further Information:

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