Connecting the dots: Skin biomarkers, Women's physiology, and autoimmune diseases

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CATEGORY: Biotech/Pharma*

SESSIONS Women’s health: cutting-edge innovation to tackle collective pain points •

Investment Rational • DermAb.io specializes in developing technology for prescribing personalized biologic therapies. Our non-invasive technology effortlessly extracts biomarkers from the skin's surface, providing physicians with predictive insights to promptly prescribe the most effective biological medication averting the trial-and-error practiced today. DermAb.io's competitive edge stems from its exclusive technology, enabling quicker and more costeffective biologic response prediction analyses than potential competitors. •

Business Strategy • DermAb.io, with American US market advisors, shapes its strategy. Long-term, targeting health insurers with the DermAb.io predictive diagnostic test promises cost savings. The goto-market plan involves selling to PBMs while pursuing reimbursement agreements. PBMs, who compete for insurers and employers, will gain a competitive edge, by providing the diagnostic tests free of charge to their customers, ensuring cost savings.

• Core Technology • Our value proposition lies in the ability to save up to 80% of the extra cost of trial and error in biologic treatment. The biologics drugs market for autoimmune diseases reached $71B in 2023 and is expected to reach $126B in 2033. DermAb.io is positioned to capitalize on this growth. •

• Product Profile/Pipeline • The TAM for the first two products is $5B and expected to grow with the fast growing prevalence of autoimmune diseases. The company has a model for predicting response to four biologic drugs to treat psoriasis and is running clinical studies in four medical centers. One of these trials is a collaboration with a large pharma company. • What’s Next? • DermAb.io is a MassChallenge 2024 finalist and its tasks include business model validation and identifying potential partnerships. The company is planning a first use case in the U.S. and an FDA pre-submission in 2025.