

Market Launch of IVF Genetic Diagnosis Services

Market preconditions:

- The potential reagent market volume in the Russian Federation is **RUB 8.4 billion** a year
- A market developing space: growth rate of **25–30%** per year
- In the Russian Federation, this service is currently offered by only two Moscow laboratories

Proposal:

Development and market launch of preimplantation and prenatal molecular diagnosis for IVF treatment on the basis of the existing property complex with a planned annual capacity of 11,250 studies by 2020

About the Project:

The intention is for this technology to be implemented in two areas:

- sale of reagent sets to be used in other laboratories in the Russian Federation and abroad
- provision of a preimplantation diagnosis service using the company's own appliances and reagents

Target audience: IVF clinics and laboratories operating for IVF clinics in the CIS, Europe and Asia.

Key parameters of the project:

Implementation period: **2 years**
Project budget: **RUB 40 million**
CAPEX: **RUB 40 million**
Profitability: **10.9 %**
Payback period: **4 years**

Investment component:

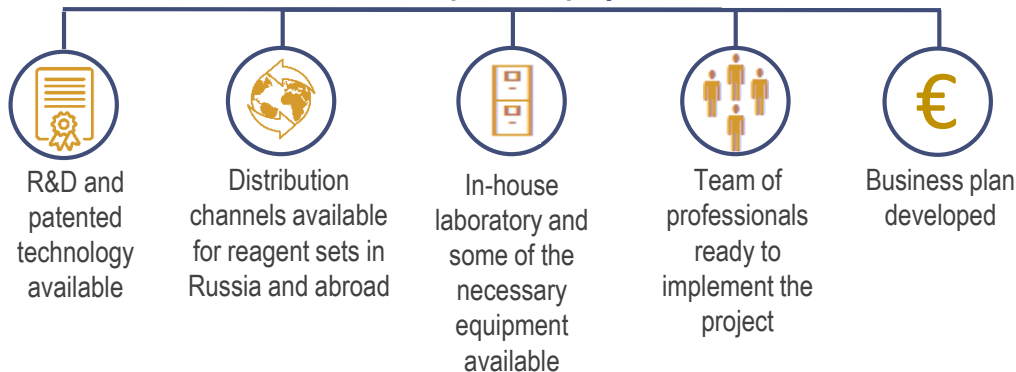
Need for investment **RUB 10 million**
Form of investment:

- equity stake
- grant

Target areas for use of investment:

- Purchase of equipment

Current phase of project:



Project support from:

AO AIR

an organisation specialising in attracting investments and working with investors

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About Preimplantation Genetic Diagnosis

A significant percentage of in vitro embryos initially have genetic disorders. When a defective embryo is implanted, the pregnancy either terminates prematurely, does not occur at all, or results in the birth of a child with genetic abnormalities. Genetic testing of embryos makes it possible to select embryos without abnormalities, which enables the effectiveness of IVF treatment to be increased and the possibility of genetic disorders in a child to be minimised.

About the Project Initiator

Currently, the project initiator develops and manufactures sets of reagents for laboratory diagnosis of clinically significant mutations in a number of genes associated with hereditary forms of cancer and sensitivity of tumours to modern targeted chemotherapy.

The company has a clinical diagnostic laboratory and a medical centre that provide services for DNA diagnostics along with consultations with oncologists for personalised oncology treatment.

The company has been based at the Skolkovo Innovation Centre since 2011.

Social Effect

A 100% increase in treatment availability thanks to lower cost and higher quality will make it possible to increase the effectiveness of IVF and minimise the possibility of genetic disorders in a child (USD 500–700 versus USD 1,500 from a foreign supplier for one set).