



BIOSOLVING srl



UNIVERSITÀ
POLITECNICA
DELLE MARCHE

CONTACTS

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COMPANY INFORMATION

Innovative startup

Established: 2020

Business development phase: growth

Share capital: € 10,000

TEAM

1 Project Manager

1 Molecular modeling laboratory manager

1 R&D manager

1 Biochemical laboratory manager

2 Research and Development consultant

1 Finance Consultant

OTHER INFORMATION

Biosolving is not a consultancy company but aims to sell products ready for the market. Biosolving is a reality already present on the nutraceutical scene where it already boasts several collaborations with leading companies.

VISION

Produce quality nutraceuticals with a solid scientific rationale that can improve health.

MARKET OPPORTUNITIES

The supplement sector is consistent (volume and value) and in constant development: in Italy (main European market value share of 27%), consumers and the quantity of products purchased increase (+28% in 2020 - source Ipsos); the turnover is € 3.6 billion (source FederSalus). The Target of Biosolving is made up of companies of the Italian supplement supply chain: about 2,570, including specialized and food, cosmetic and pharmaceutical companies that have diversified in the sector. THERE ARE CONCRETE MARKET SPACES: 84% of the sector's production model is based on subcontracting (CDMO - Contract Development and Manufacturing Organization), with contracts awarded mainly (72%) in Italy (FederSalus). The barriers are mainly attributable to the necessary specialist skills, a positive aspect for Biosolving which can count on a HIGHLY QUALIFIED TEAM, both in training and in experience; the Spin Off is an opportunity to internalize additional specialist skills.

THE SOLUTION

The supply of supplements constantly increases, too often with products lacking an adequate scientific rationale because, unlike the pharmaceutical sector, the certification parameters of a supplement are less stringent and the time to market is extremely fast. To date, computational chemistry and molecular modeling methods are mainly applied in the pharmacological field (preclinical phase of drug design): THE PROPOSED INNOVATION is to apply these methods in the design of supplements, giving a QUALIFIED ANSWER TO THE NEEDS EXPRESSED by the companies that deal with it. to market them which in a competitive-distinctive key need to qualify their product (effectiveness, safety, information material, etc.).

THE COMPETITIVE ADVANTAGE

Our company stands out for the application of computational chemistry and molecular modeling methods commonly used in the preclinical phases of drug development, supported by decades of experience in the production of food supplements. DOCKING AND MOLECULAR DYNAMICS are part of the so-called *in silico* research, as carried out through the use of powerful workstations that use dedicated software: these will be the methods mainly used by Biosolving, thanks to which it will be possible to benefit from very important competitive advantages in the sector nutraceutical where there are very few COMPANIES WITH SUCH SPECIALIZATION (application of the pharmaceutical method to supplements).

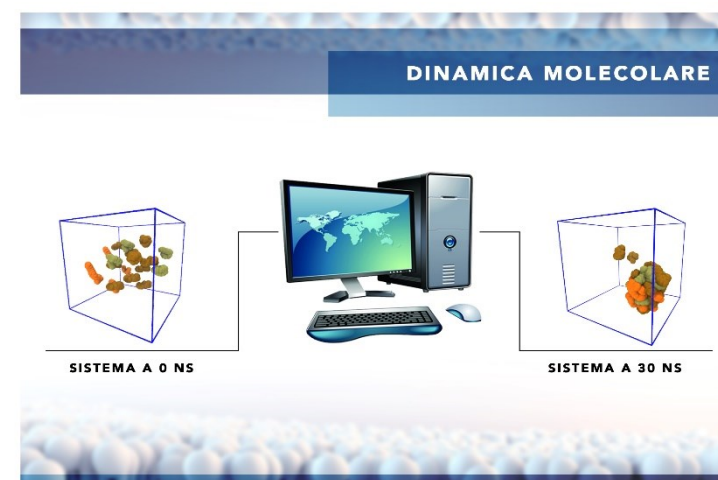
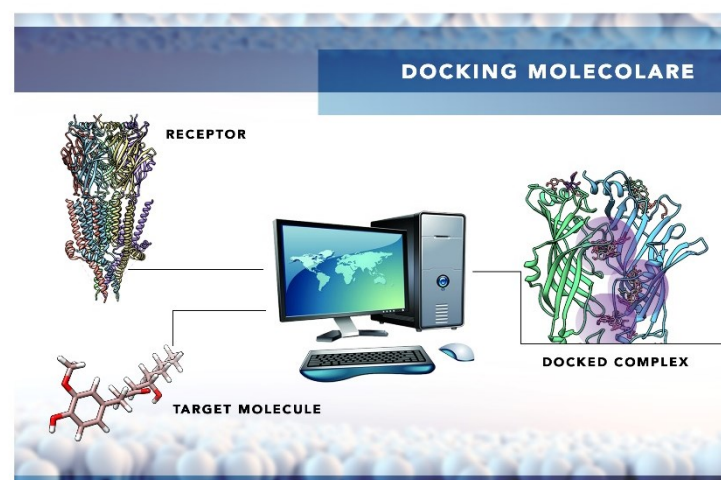
BUSINESS MODEL

Provide companies that sells products in the nutraceutical field with a plus in terms of research, technology and intellectual property. These products allow you to acquire new market shares that are different and higher than standard products. The technological plus, which Biosolving provides, ensures economic flows and margins for correct operations and necessary investments.

NUTRACEUTICALS

NEW FOOD SUPPLEMENTS WITH SOLID SCIENTIFIC RATIONALE

Research and development of new formulations of supplements for third parties. Professional and complete service (from the idea to the finished product) for companies with their own sales network. After careful market analysis, we proceed to the development of innovative and effective formulations, "supported" by a solid scientific rationale, using the best pharmaceutical technologies. Furthermore, Biosolving will be able to satisfy the needs of companies in the supply chain that cannot refer to their own R&D department or that do not have adequate skills. The Biosolving activity also involves improving the palatability of products, improving the bioavailability of ingredients through encapsulation and dispersion technologies. The company also deals with offering Scientific Advice on formulations of third-party supplements for companies in the supply chain that have developed their own formulations but need supplementary material to increase the appeal of the products. The preparation of specific reports is envisaged in order to validate the scientific rationale of the supplements, identify any weaknesses and/or therapeutic contraindications, suggest improvement strategies for formulation as well as indications for use.



BIOCHEMICAL LABORATORY

BIOCHEMICAL TESTS IN THE NUTRACEUTICAL SECTOR

The formulations will be tested to verify: the stability of the product; the organoleptic properties; the methods of administration. The biochemical laboratory also works on behalf of third parties to carry out efficacy tests and to analyze the quality of raw materials. The tests can be both cellular and non-cellular, and make use of techniques adopted in the chemical and biochemical fields.

