

## WE RESEARCH AND DEVELOP INNOVATIVE SOLUTIONS TO IMPROVE PEOPLE'S HEALTH

Zcube is the research venture of the Zambon Group. It was established in 2003 to explore the innovation and research sector in the field of Life Science on a global level.

It identifies and develops **MODERN HEALTHCARE SOLUTIONS**, combining new health-applied **digital technologies**, such as drug administration systems, medical devices, biomarkers, diagnostics, digital health, and solutions for big data management.

Over the years, Zcube has invested in several **Venture Capital** funds in the **Life Science field** that develop new entrepreneurial models focused on research, rare diseases and the sharing of innovation-directed initiatives; furthermore, it has established partnerships with some of the most important **international universities**. Last year Zcube added on a unit in line with the new mission "*Modern Health solutions to make patients' lives better*" and the Group strategy.

Within Zcube there are **Open Accelerator**, a fast track acceleration programme specialised in Life Science, and **Zcare**, which in 2018 launched the newco **CareApt** that will introduce Parkinson Care – a new model of collaborative medicine for Parkinson's disease patients – to the Italian and European markets.

ZCUBE IS OUR **ENGINE 2** OF INNOVATION

IT IDENTIFIES AND DEVELOPS **MODERN HEALTHCARE SOLUTIONS**, COMBINING NEW HEALTH-APPLIED DIGITAL TECHNOLOGIES

WITHIN ZCUBE: **OPEN ACCELERATOR, ZCARE** AND SINCE 2018 THE NEWCO **CAREAPT**

# OPEN ACCELERATOR

## AN ACCELERATION PROGRAMME FOR LIFE SCIENCES

In 2018, Zcube launched the **third edition** of **Open Accelerator** – the international acceleration programme for startups and Life Sciences researchers – through a “*Call for Projects*” that brought in **78 startups from 16 different countries**.

In 2018 – in line with Zambon’s strategy – Open Accelerator specifically addressed therapeutic areas regarding the Central Nervous System and Respiratory System, including rare diseases. The *Call* was designed to provide support for startups by giving them the chance to earn a “seed” investment of up to 100,000 euros along with the opportunity to engage in a strategic partnership with Zambon.

**The four areas of interest were:** Wearables and Digital Health; Big Data; Medical Devices; Biomarkers and Diagnostics and Drug Delivery Systems.

Among 78 submitted projects, 11 were selected to participate in the acceleration programme, which was customised for every single startup and carried out in OpenZone and through remote meetings. The programme was dispensed in cooperation with Deloitte’s Officine Innovazione and with the support of Italian Angels for Biotech (IAB), Innogest, Premio Marzotto, Unicredit StartLab and the law firm Bird&Bird. Startups were provided with the specific and multi-disciplinary knowledge necessary for their success thanks to Zambon’s support and the contribution of a global network of mentors and partners. In addition, in 2018 three startups were awarded with a Partnership Engagement, a Zambon scholarship and creation of a specific business case for the strategic fit between the company and the startup.

A designated commission examined finalist projects, declaring the **4 winners**:

- **Prindex:** Blood test for early diagnosis of Multiple Sclerosis, non-invasive, based on a blood sample – Federico II University, Naples.
- **Vilimball:** Spherical device capable of temporarily reducing essential hand tremors – Kaunas University of Technology, Kaunas, Lithuania.
- **Mobile GaitLab:** Movement sensors integrated in orthopaedic shoes that constantly record pace data, for Parkinson’s patients – Universität Erlangen, Nürnberg, Germany.
- **LungPass:** Digital stethoscope that allows COPD patients to monitor lung sounds remotely, thus preventing exacerbations – Minsk, Belarus.

Finally, the Cameroonian *Diagnos* – protagonist of a special fast track – was awarded a special prize of 10 thousand euros for developing an app that allows for remote contact between patients and healthcare professionals. The venture partners Deloitte, Bird&Bird, and Wellion-Generali Assicurazioni also awarded projects by Mobile GaiLab, Parkintest, Prindex, Lung Pass, and Spyras with funding and consulting services.

### THIRD EDITION OF THE PROGRAMME:

**78 STARTUPS FROM 16 DIFFERENT COUNTRIES, 11 SELECTED PROJECTS, 4 WINNERS, 3 STARTUPS AWARDED WITH A PARTNERSHIP ENGAGEMENT**

## TREATMENT AS A CONNECTING EXPERIENCE

Zcare is the Zcube division that – in line with the mission “Innovating Cure and Care to make patients’ lives better” – develops integrated Hi-tech/Hi-touch solutions to make chronic disease treatment a connecting experience focused on the individual.

In September 2018, Zcare created the newco CareApt (of which Zcube holds full ownership) that handles the clinical-care path, which takes place at home (“Continuity of Care”) with a focus on chronic neurodegenerative and respiratory diseases, to ensure specialised assistance for patients, through the integrated support of all the relevant healthcare professionals.

Inspired by the *collaborative medicine* approach, CareApt works to integrate the competencies found in health centres into everyday disease management.

CareApt solutions provide the involved patients and healthcare professionals with a collaboration platform, coordinated by a case manager dedicated to supporting patients and caregivers.

*PARKINSONCARE: EXPERT CARE WHEN YOU NEED IT*

In 2018, CareApt developed and validated ParkinsonCare, the first integrated model for collaborative medicine for Parkinson’s disease patients. ParkinsonCare assigns two specialised nurses to all patients and their caregivers, to provide every-day disease management assistance through a multichannel platform that allows sharing information with general practitioners, to develop steady therapeutic relationships and to promote cooperation between members of the care team. ParkinsonCare nurses undergo a training course – designed by

Italian and international leading experts – that makes them true coaches, able to provide the patient all the necessary information, and to suggest specific solutions to practical problems that affect patients’ quality of life.

**In such way – thanks to integrated health strategies, designed on specific individual health goals – patients become key players in their well-being.**

IN SEPTEMBER 2018 ZCARE CREATED THE NEWCO CAREAPT  
CAREAPT DEVELOPED AND VALIDATED PARKINSONCARE, THE FIRST INTEGRATED MODEL FOR COLLABORATIVE MEDICINE FOR PARKINSON’S DISEASE PATIENTS  
PATIENTS BECOME KEY PLAYERS IN THEIR WELL-BEING