

What's the product?	What's the problem?	Comments / questions to the team
lipo spheres filled with water	the friction generated in the joints	Good project, What about the metabolization of water or lipids/polymers in the tissues?
Aqueous spheres for cartilage lubrication	Unprotected sliding cartilage surface causing pain	How is your product sterilized? Which animal models served for your preclinical studies?
Intra-articular lubricant for arthritis	No solution or arthritis pain	Really great presentation! What is the market size? How do you plan to distribute your product? How long will the clinical trial take? What would be the clinical endpoint for this type of indication?
An intrajoint lubricant to delay knee replacement.	Delay knee replacement.	Apparently, the questions is whether the product in terms of cost effectiveness is superior to the standard care.
a liposphere that can improve cartilage lubrication	painful joint injections	I think is really cool! but I need more info about animal testing before getting to human treatment
Aqueous Joint	Solving knee implant	Good presentation, the value proposition was good
Joint lubricant	Durability of the product is not specified. It is difficult to measure pain.	Very nice and neat presentation, easy to follow.
liquid that is injected to control osteoarthritis	Pain of the patient that suffers from osteoarthritis	Is this product a just one time treatment? Or is it like once a year or something?... on other hand, This meand that you will not need a surgery?
biomaterials to reduce pain & wear & tear of joints	Cartilage isn't necessarily protected, patients experiencing more pain.	-how are you measuring pain? -Presentation talks about joints and eye, what is the focus? -Presentation states that project delays surgery; does this replace surgery?
lubricant for joints	lack of lubrications, mainly in joints	it is a very crowded field (not only HA). what are your main differentiators?
Lipospheres that lubricate, hydrate and stabilises the cartilage surfaces (acts as a coating surface).	Osteoarthritis results in eroded unprotected cartilage surfices, leading to chronic pain.	How many years of dalaying need for surgery by using your product? And how do you apply it to the cartilage surfaces? Amazing idea!

lubricants for joints, eyes and more	Osteoarthritis ... dry eye syndrome and more	not clear why this is better than what is in the market ... not metabolized very fast was mentioned but no hard data given A joint replacement today is good for about 20 years ... very painful once and then everything is fine for at least 20 years ... how many injections in 20 years and how does this dependency change the lifestyle of the patient
Friction reducing biomaterials	Existing lubricants have limited longevity	What is the potential market? What is the competition in terms of available procedures and those in development?
INJECTABLE-BIOMATERIAL TO REDUCE JOINT FRICTION	OSTEOARTHRITIS - A big problem that is becoming more important with population ageing	Have you considered evaluating in veterinary first? The use in racing horses may be worth exploring. It could help you run tests in large animals that could also give you some revenue.
Zwitterionic liposomes as a biocompatible, long-lasting lubricant for arthritic joints.	Existing clinical approaches to arthritic joints involve major surgery or HA injections which are more expensive and not as long lasting.	Would you want to license off the technology or market/distribute this yourself?
Novel treatment to treat OA to diminish pain and delay joint replacement surgery.	Limited effectiveness of non-surgical treatment for symptomatic OA	Are there potential adverse effects of the treatment in animal models? What patient outcomes are being considered to assess effectiveness?
liposphere -	biolubrication to increase restoration of cartilage lubrication	Have you completed biocompatibility testing? Is this human based material or .. what is made from? There has been some issues with AAOS not recommending the HA use, so how do you plan on getting around this issue. This is considered a combo drug/device by the FDA; so you might be pushed into a combo PMA (I believe you mentioned a 510(k) in your presentation). Also FDA has not approved a HA device in over 2 years even though there have been several (16 I believe) applications.

<p>A biolubricant to protect damaged cartilage</p>	<p>Cartilage surface become damaged and don't lubricate correctly, leading to the need of surgery or the addition of an external lubricant.</p>	<p>How often will you need to inject the lubricant? Are you targeting a specific patient segment (anatomical requirements of the patient)?</p>
<p>Injectable 'lubricant' for articulation pain relief.</p>	<p>Osteoarthritis</p>	<p>Great project. It seems too good to be true!</p> <p>You have a clear reference standard to compare against. You have specified the benefits of your product. It would be interesting to have a glimpse of the scientific evidence they are based on.</p> <p>I understand making forecasts are dangerous, but, since you have a reference standard (HA) and you have a 50x better retention, some projections could be drafted.</p>
<p>Liposphere based injection to reduce pain and delay knee surgery for osteoarthritis</p>	<p>Current standard of care (HA injections) are expensive, not durable, not as efficacious, and OA is a considerable unmet medical need especially for aging patients</p>	<p>Great presentation and clear statement of IP position.</p> <p>-What are your plans for development and validation of translatability? -What are concerns around immunogenicity / systemic distribution or leakage beyond the joint?</p>
<p>Solution to delay DJD</p>	<p>Osteoarthritis leading to total knee replacement</p>	<ol style="list-style-type: none"> 1. Milestones and path to clinical trials 2. Cost 3. Longevity of Rx 4. Major barriers to success

<p>Biolubricants to coat artificial and natural joints.</p> <p>Liposphere's provide a cushion and lubricant</p>		<p>1) Very good presentation - I suggest less time on technical and quickly get to your solution, start to identify what is size of market, and time to market.</p> <p>2) How long between treatments?</p> <p>3) What is your schedule to get to market?</p> <p>4) IP position?</p>
<p>An injectable joint lubricant</p>	<p>Not clear</p>	
<p>Injection of material to reduce joint wear and tear</p>	<p>degradation of joints leading to osteoarthritis and other similar problems</p>	<p>Which joint will you develop for primary commercial opportunity? What is clinical trial design to lead to regulatory approval. How much inter and intra-patient variability?</p>
<p>A cartilage replacement product</p>	<p>cartilage wears out and people are in pain</p> <p>Replacement surgery can be postponed - maybe avoided?</p>	<p>It would be more impactful if you start the story with the problem rather than your platform solution.</p> <p>Restate the unmet need in the customer's words and perspective.</p> <p>COGS means cost of goods sold, I think you mean price.</p>
<p>injectible polymer to improve symptoms and delay progression of osteoarthritis</p>	<p>current standard of care is expensive and minimally useful</p>	<p>Excellent presentation and this sounds like an exciting project. What is the biocompatibility and potential for inflammation. What market to you intend to address first?</p>
<p>Aqueous joints to repair cartilage decay and prevent or delay surgery</p>	<p>Joint decay is painful, massive and debilitating.</p>	<p>Could other indications be easier to implement and perhaps more lasting? How long could surgery be delayed, and especially for which clinical and patient profile?</p>
<p>Biolubrication material for knees</p>	<p>The existent technology reabsorbes fast and is expensive than the proposed</p>	<p>There are more technologies to lubricate than hialuronic acid? I would like to see on the presentation more comparative data about cost.</p> <p>It could be employed for joint lesion prevention?</p>

Lipospheres for cartilage replacement (branded as Aqueous joints)	Cartilage replacement therapy	<p>(1) can the lipospheres be used for performance enhancement or cosmetic procedures?</p> <p>(2) what is the retention time required to become standard of care for knee or OA joint therapy?</p> <p>(3) are there specific allergies, biomarkers that would indicate success?</p> <p>(4) are you sure you want a commercial partner at this stage?</p> <p>(5) would your product be done by orthopedists or orthopedic surgeons?</p>
product to ease pain of cartilage degeneration.	Cartilage degeneration	
Intra-cartilage injection to restore cartilage lubrication	600M people suffer from osteoarthritis, unprotected sliding cartilage surfaces cause pain for the patient.	<p>What are the alternatives for treatment, and how does this product compare?</p> <p>You seem superior to existing market standard. What about other emerging technologies?</p> <p>How many injections would be required over the same duration of a replacement surgery? Is the cost similar over the expected lifetime of a joint replacement? What about pain efficacy?</p> <p>There's a Nature publication from 2006 in the technical solution slide. Does that mean the IP is expiring soon?</p>
Joint lubricant	current products are not long term	