SBIR/STTR SUCCESS

TISSUETECH, INC.

While the fountain of youth may remain undiscovered, scientists are continually pushing the envelope and developing solutions that help to restore and sustain many of life's essential functions. TissueTech™, Inc. is a privately-held biotechnology company that is the industry leader in regenerative wound healing therapies. Founded in 2001, the company provides its proprietary platform technologies through its commercial entities, BioTissue®, Inc. and Amniox® Medical, to serve the ophthalmology, optometry, musculoskeletal and wound care markets.

PHASE III SUCCESS
The company has received 11 SBIR grants and has more than 180 employees with an estimated annual revenue of $60 million in 2015.

AGENCIES
HHS (NIH)

SNAPSHOT
Dr. Tseng introduced the use of amniotic membrane for ocular surface reconstruction, by utilizing a novel method of processing and preservation.

TISSUETECH, INC.
8305 NW 27th St.,
Suite 101
Doral, FL 33122

www.biotissue.com

TissueTech's core products include amniotic membrane and umbilical cord-based tissue products which are processed utilizing the patented CryoTek™ process to help eye and healthcare professionals heal ocular surface and other conditions. Since its inception, over 200,000 human implants have been conducted using the CryoTek™ process and over 300 peer-reviewed scientific publications have been produced supporting the technology platform. In 2015 TissueTech received the prestigious Tibbetts Award for their significant achievements in regenerative medicine.

"We believe that our technology fulfills the unmet need for effectively controlling inflammation while supporting stem cell function. We are taking Mother Nature's design for inflammation control and deploying that secret," said Dr. Scheffer Tseng who is the Medical Director and company founder. "This is a disruptive technology, it changes the paradigm of treatment of diseases - non-resolving inflammation is a common denominator in a number of diseases. At this moment we don't have an effective treatment to suppress or control this inflammation, many treatment modalities target one aspect of the response, not the whole issue." According to Dr. Tseng, regenerative medicine will play a major role in the future, as the population ages, people will want to regenerate and restore tissue function. "When you try to use stem cell based therapy you assume you can find that right tissue, but if it's inflamed tissue it won't work."

"I felt that my contribution and impact from any of my research would rest on commercialization," said Dr. Tseng. "I can publish, I can teach, but if I can't bring the technology to a wider clinical use I can't make as big of an impact." Dr. Tseng got involved with NIH during his academic work at the University of Miami and eventually began to move towards work in the biotech industry in 2002 - TissueTech received its first SBIR grant in

2003 and at that time the company had fewer than 20 employees and $1.2 million in revenue. Today, the company has received 11 SBIR grants and has approximately 200 employees with an estimated annual revenue of $60 million in 2015. In 2013, TissueTech received $1.5 million from private investors and $10 million from River Cities Capital Funds and Ballast Point Ventures in growth equity financing. To achieve this level of success, TissueTech has been able to commercialize multiple projects through the contributions of SBIR grants. TissueTech products AmnioGraft®, AmnioGuard®, ProKera®, and Cliradex® all received SBIR awards in development and now these ophthalmic products combine in sales for a total yearly revenue of $37 million in 2015. This represents more than 60% of the company's total revenue. To grow the company even further, TissueTech has received recent SBIR awards that will support the company to move from human cells, tissues, and cellular and tissue-based products (HCT/P's) to drug and biologic products. The new wave of products are at the forefront of innovation and will ultimately sustain the company's growth.

TissueTech's subsidiary, Bio-Tissue provides a variety of regenerative products for the ophthalmic market.

"Without the SBIR grant in the early phase of our work we wouldn't have been able to succeed - it propelled our product growth," noted Tseng. "It's so critical because when we were so small we had no R&D budget, and even today with almost 200 employees and $60 million in revenue we still use SBIR to lay down the foundation for new products to bring to the commercial arena." Over the past 2 years alone, TissueTech has been able to connect with numerous domestic and international institutions. Collaborations with institutions such as University of Miami, Walter Reed National Military Medical Center, University of Manchester, University of Texas, University of Cincinnati, University of Columbia, and many doctors' practices have allowed it to conduct research with new products or existing products in new indications. TissueTech also supports regional development by providing jobs and new infrastructure. The company has just completed a facility expansion of a state of the art biotechnology manufacturing cleanroom facility in Doral (FL). Company representatives are spread throughout the nation and there are 4 physical facilities in Kendall (FL), Doral (FL), Atlanta (GA) and San Diego (CA). The head office occupies an area of approximately 6,400 square feet for GMP manufacturing, while the administrative offices occupy another 18,000 square feet.

"To have a technology is just the first step, to be successful it's more important to execute – you need to build disciplined business practices ranging from financials, to personnel management. When people ask about my success I say that I was humble and I worked very hard and very carefully. Time is the most important asset that we have," said Dr. Tseng of his company's success. "We hope to build the company to last, we believe that we should transform how we treat our patients for many diseases in the future by allowing patients to regenerate tissue and lengthen their lives through inflammation control."