

Next Generation Liquid Biopsy

Delee is a medical device company that has developed two devices: the CytoCatch™ Isolation Platform and the CytoCatch™ Imaging System. These devices are designed for efficiently isolating and analyzing circulating tumor cells (CTCs) from patient blood samples. This technology aims to contribute to the early detection of cancer, providing physicians with valuable information to personalize each patient's therapy and monitor its effectiveness throughout the course of their disease.

Problem: Cancer blood tests play a critical role in the diagnosis and treatment of cancer patients. However, current tests are far from ideal and can lead to inaccurate results. This impacts patients every day.

Solution: CTCs are a powerful biomarker that has the potential to revolutionize cancer blood tests. Since CTCs circulate in the blood-stream even when cancer is localized, their detection and analysis can aid to diagnose cancer in its early stages, while providing physicians invaluable insights to effectively personalize patient therapies. Our company has developed a technology that efficiently isolates and analyzes CTCs from various cancer types, including breast, prostate, lung, and colorectal cancer, enabling a wide range of cancer-related clinical applications.

Team: Delee's founders have more than 10 years of experience developing scientific instrumentation. Our company has a multidisciplinary team of scientists and engineers, and has a strong advisory board composed of experts in the commercialization of medical and scientific technologies.

- Liza Velarde, co-founder & CEO, MBA International Business (Tec de Monterrey).
- Juan Felipe Yee, co-founder & CMO, M.Sc. Biomedical Engineering (Tec de Monterrey).
- Alejandro Abarca, co-founder & CTO, M.Sc. Manufacturing Engineering (Tec de Monterrey).



Market: The current CTC market has a TAM of \$12.5B USD, and it is expected to reach a TAM of over \$37B USD by 2032. 72% of the market is dedicated to research; that's why we plan to commence sales as a research use-only device by Q3 of 2025, for which FDA clearance is not required.



Business model: Our business model is akin to selling razors and blades, generating revenue from the sale of the devices and recurring revenue from the sale of the necessary consumables to perform each test.

Financials: We are currently raising a seed round of \$5M USD and project sales to exceed \$15M USD over the next 36 months. Notably, we have secured 11 Letters of Intent (LOIs) totaling \$2.5M USD, with prestigious institutions, including Stanford Medical Center.

Competitive advantages: Our technology offers several competitive advantages over competitors' technologies, including:

- The capability to capture CTCs with an efficiency of 96% and isolate a single tumor cell from a background 50 billion blood cells (10 cc's of blood).
- An automated workflow, reducing human error and enhancing assay reproducibility.
- Viability of captured CTCs and compatibility with different molecular techniques, enabling the assessment of genetic characteristics of captured CTCs.

