

# Upstream Medical Technologies seeks to raise USD 5m to accelerate diagnostics clinical trials - CEO

13 NOV 2017

**Upstream Medical Technologies**, a privately held North Dunedin, New Zealand-based cardiac care diagnostics company, is actively seeking to raise USD 5m within the next eight months, in exchange for a minority stake, to accelerate clinical trials offshore, Chief Executive Officer Ruth Appleby said.

The company has hired London-based investment bank Innovator Capital to handle the capital raise and pitch to investors globally, including Europe, the US, Australia, and in Asian countries such as China, Singapore and Malaysia. It is keen to hear from potential investors or advisors that can bring investors, she said.

Upstream is particularly keen to hear from strategic investors that can also play a role in advancing its clinical trials, she said, citing as examples hospital administration funds, health insurance companies, corporates in cardiovascular disease, or high net worth investors with an interest in cardiac care like cardiologists.

The company has developed biomarker-based diagnostic tests that could reduce hospital patient admissions of chest pain by up to 40% by ruling out the risk of imminent heart attack for the significant number of people showing up at hospitals with chest pain, and thereby avoiding time-consuming repeat tests and unnecessary hospital admissions, Appleby said. In the US alone, some eight million people arrive at emergency departments each year with chest pain, but only one in eight have a life-threatening actual or imminent heart attack, she noted.

Upstream, which has six US patents, has seven patented biomarkers in its pipeline. The lead, UA Score, is designed to identify patients suffering from unstable angina, which indicates a high risk of heart attack and requires immediate treatment, as opposed to chest pain from other causes.

The product has already been successfully clinically tested on 505 patients, and the company is now planning a 1,000-patient trial at multiple international clinics to provide clinical validation and secure regulatory approval for its technology in the US and Europe, Appleby said.

Upstream announced today (13 November) that it has just completed a fully oversubscribed capital raise, with investors committing NZD 750,000 (USD 519,040) within four days of opening. Auckland-based investment firm **Pacific Channel** led the investment with more than 20% and underwriting the remainder of the offer. Upstream has raised NZD 2.5m (USD 1.7m) to date, Appleby said.

Its existing investors include **PowerHouse Ventures** [ASX:PVL] and **New Zealand Venture Investment Fund**, with around 14% and 8% respectively, and Upstream Chairman Colin Dawson with 12%, Appleby said.

Upstream's founder investor, the **University of Otago**, holds around 35%, Appleby said. Upstream was spun out of the university in 2015 from a research group responsible for identifying the current gold standard biomarkers of heart failure, which since identification in the 1990s are now used worldwide, she noted.

by Louise Weihart in Sydney