

Beyond the Elevator Pitch: Inside Start-up Stories

asked by **DCZ**  **HeadhunterAngels**

**” Our technology
represents serious hope
for a large community of
patients, regardless of
the country’s wealth.**

*Marc Criton
COO of CYTEA BIO*

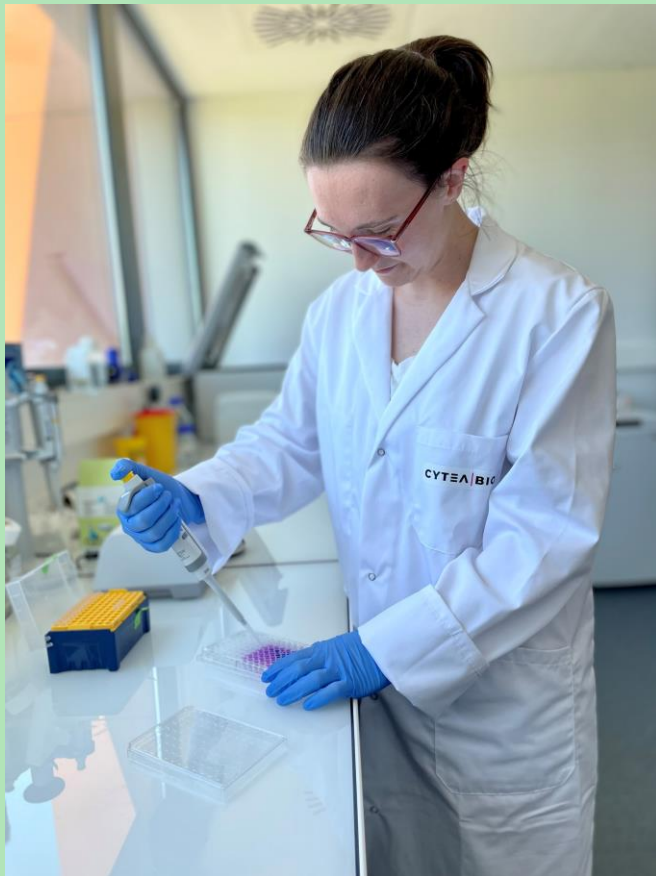


Spotlight on
Marc Criton

COO of CYTEA BIO

1. What key issue does your company tackle, and what impact will it have on the world?

” At CYTEA BIO, we tackle the critical issue of sustainable cell therapy manufacturing for unmet clinical needs.



By developing our **modular Pin™ Platform**, we can **rapidly produce innovative antibody-cell conjugates** using unmodified cells for a wide range of diseases.

This will benefit numerous patients suffering from unmet medical conditions by **reducing manufacturing costs, enhancing safety, and lowering additional costs** for the healthcare system.

2. What special skills or innovations make your company stand out?

” Our proprietary **patented Pin™ Platform** enables practically limitless combinations of **effector cell mechanisms** and **targeting ligands** for applications in oncology and immunology.



Our technology delivers **armed cytotoxic cells**, offering the prospect of **high efficacy** with **minimal side effect** risk.

This innovation has the potential to **transform** both the **effectiveness of treatments** and the **quality of life** for patients undergoing treatment.

3. What inspired you to found this company?

” Our inspiration came from the promising advancements in cell therapies that offer hope to patients with deadly blood cancers.

However, the costs of these **treatments, ranging from \$420,000 to \$550,000**, sometimes more, raise concerns about their availability and affordability, despite the growing potential of this new class of medical treatments.



For this reason, we searched for and found a technology that could represent serious hope for a large community of patients, **regardless of the country's wealth.**

4. What makes your company attractive to investors?



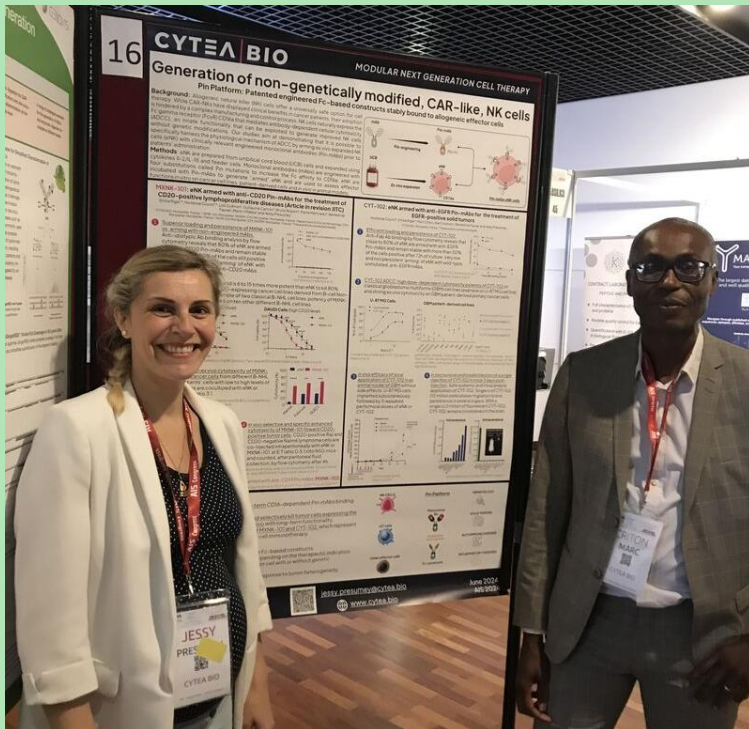
*Marc Criton (COO) & Bénédicte Fauvel
(Scientific & Operations Manager)*

” **CYTEA BIO** offers a compelling investment opportunity due to our **breakthrough technology, strong intellectual property portfolio, and significant market potential** in a wide range of cancers such as glioblastoma multiforme (GBM) and immunology and inflammation.

Our objective is both **noble and business-oriented** and will ultimately generate a return on investment for the community and shareholders.

5. Why is your company a great place to work and attract top talent?

” At CYTEA BIO, we all share the belief that together we can go further, faster, and make a more sustainable impact by creating unique innovations.



Jessy Presumey (Head of Science) & Marc Criton (COO)

We approach our daily mission with the ultimate goal of offering solutions and hope to patients, always fostering a **positive atmosphere** and **sharing our common passion** for this journey.

6. What advice would you give your past self at the start of your startup journey?

”Trust your instincts, build a core team driven by the same vision, stay patient, and stay the course despite any challenges (even storms).



Alan Cookson (CEO) & Lionel Brodard (CFO)

Finally, keep your joy intact!


7. Can you share a fun fact or running gag in your team?

” We believe that having plants in the office contributes to the good mood of the entire team.

It's amazing how a little greenery can boost our spirits and keep the office feeling fresh and lively!

In a Nutshell

CYTEA | BIO

 Location: **Montpellier (HQ), Montreux and Cambridge**

 Foundation: **2020**

 Financing: **Pre Series A**

 Team: **9**

 Web: **<https://cytea.bio/>**

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