

13/08/2019

Clinical Genomics mulling fundraising options to accelerate commercialization - CEO

 Proprietary Intelligence

Story

Clinical Genomics, a Bridgewater, New Jersey-headquartered colorectal cancer detection company, is mulling capital raising options to accelerate commercialization, said CEO and President Betsy Hanna.

This follows new groundbreaking data from its colorectal cancer recurrence monitoring blood test and validation data for a new colorectal cancer screening blood test, she said.

The company, which also has research and development, manufacturing and laboratory facilities in Australia, has been well supported by Australian investors, said Hanna, who will be in Sydney this September to meet with investors.

Its largest shareholders, she noted, include Sydney-based venture capital firm **OneVentures**, which invested AUD 20m (USD 14m) in March 2016, and **Quest Diagnostics** [NYSE:DGX], Hanna said. The amount to be raised is yet to be finalized, she said, but confirmed that Clinical Genomics raised USD 26m in June 2018 and has raised USD 86m since its inception in 2006.

Clinical Genomics' commercialisation focus is to gain a foothold for COLVERA in the US first, Hanna said. It plans to submit applications for reimbursement to the Center for Medicaid Services (CMS) by the end of the year. It is also exploring partnership options, including expanding its relationship with Quest Diagnostics and securing other partners, to reach oncologists and colorectal surgeons, she said.

Its other priority is to start a pivotal study for a colorectal cancer blood screening test, she added, noting that the two widely-used methods of screening currently are colonoscopy and stool-based tests.

In June this year, Clinical Genomics presented data showing that its COLVERA blood test for detecting colorectal cancer recurrence was more accurate and able to detect relapses up to several months earlier than the only alternative test, carcinoembryonic antigen (CEA), Hanna said. In its latest clinical study, COLVERA detected recurrent cancer in 60% of cases amenable to surgery with curative intent versus 20% for the standard-of-care test and had a positive predictive value of 94%, she said.

According to the American Cancer Society, about 1 in 21 men and 1 in 23 women in the US will develop colorectal cancer during their lifetime. It is the second leading cause of cancer death in women and third in men and has a high five-year recurrence rate and is spread most frequently to the liver and lungs.

Formerly Clinical Genomics' Chief Commercial Officer, Hanna was appointed CEO in January this year to drive commercialization, with co-founder Lawrence LaPointe moving to a newly created role, Chief Innovation Officer. Hanna's previous roles include President and Chief Operating Officer at Princeton, New Jersey-based **Origin**, and she has held several roles at **Johnson & Johnson** [NYSE:JNJ] including VP Strategic Marketing at **Ortho Clinical Diagnostics**.

by Louise Weihart in Sydney