

Developing Small Molecule Therapeutics for Overhealing and Underhealing Wounds

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Professor and Chair of Surgery
Professor of Biomedical Engineering

Disclosures

- I have an equity interest in in these companies that will be mentioned in my talk
- Only published peer-reviewed data will be presented
- No off-label indications will be discussed



Patient Story: Panfacial Burn

17 yo boy, working as “electrician’s helper”, no prior medical history

Cleaning transformer with wire brush

Suffered flash burn to face only, primarily deep partial thickness injury

Transferred to Boston Shriners’ Burn Center

Multiple operations over 6 week admission





Shriners Hospitals
for Children®



HARVARD
MEDICAL SCHOOL

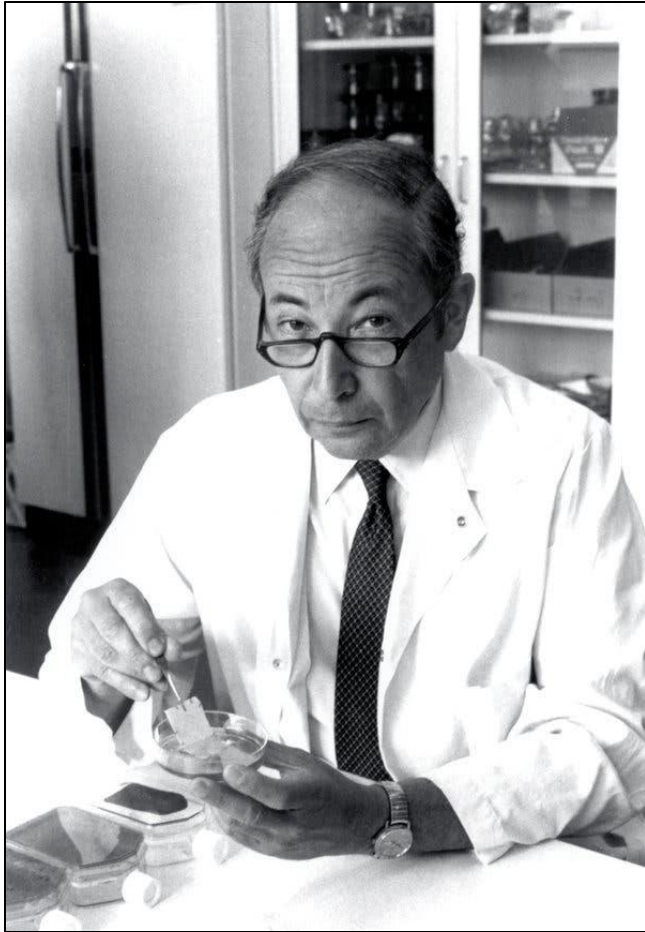


Shriners Children's Provides Care for Families Regardless of Financial Circumstances

At Shriners Children's all care and services are provided regardless of the families' ability to pay or insurance status.

NY Times, 1982

Cultured Keratinocytes: Lab Grown Skin



Howard Green, MD

MEDICAL INTELLIGENCE



PERMANENT COVERAGE OF LARGE BURN WOUNDS WITH AUTOLOGOUS CULTURED HUMAN EPITHELIUM

G. GREGORY GALLICO, III, M.D.,
NICHOLAS E. O'CONNOR, M.D.,
CAROLYN C. COMPTON, M.D.,
OLANIYI KEHINDE, B.A., AND HOWARD GREEN, M.D.

WHEN burns are so extensive that skin grafts obtainable from remaining donor sites are insufficient to provide wound coverage, a new source of autograft must be found. Human epidermal cells from a

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Supported in part by grants from the Shriners Burns Institute and the National Cancer Institute and by a gift from Johnson and Johnson.

small skin-biopsy sample can be cultured to produce coherent epithelial sheets sufficient to cover the entire body surface.^{1,2} When this epithelium was applied to wounds on athymic mice it generated a human epidermis.³ Autologous cultured epithelium placed on small burn wounds in adults⁴ and children⁵ adhered and generated a permanent epidermis similar to that resulting from split-thickness skin grafts. We report here that in two children who sustained burns on more than 95 per cent of their bodies, half or more of the body surface was successfully covered with cultured epithelial autografts.

METHODS

On admission, full-thickness biopsy specimens of skin (2 cm²) were removed from an axilla in each patient. The skin was minced and trypsinized to produce a single-cell suspension. Aliquots of 2×10⁶ cells were frozen and stored or cultured in flasks with a surface area of 75 cm², as described previously.² When the colonies became confluent at 10 days, the cultures were trypsinized, and 3×10⁵ cells were inoculated to make secondary and tertiary cultures for grafting.

To prepare grafts, the cultured sheets of cells were released from the flasks with Dispase,¹ washed with medium, and clipped to petrolatum gauze cut to 4.5 by 6 cm.² The cultured grafts with their gauze backing were placed on prepared wound surfaces, sutured in place, and dressed with dry gauze. The petrolatum gauze was removed 7 to 10 days later.

Except for the cultured epithelial grafts, both patients received the same therapy given to other pediatric patients with major burns. They were nursed individually in enclosed directional-air-flow units with controlled temperature and humidity. Occlusive dressings

The New England Journal of Medicine
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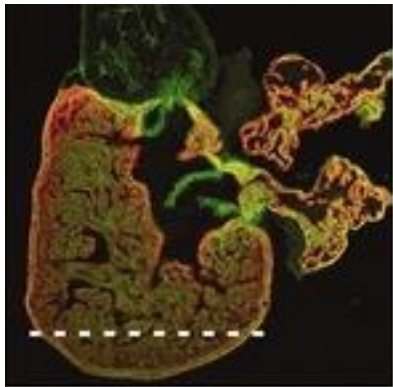
New England Journal of Medicine, 1989

Long Term Follow Up

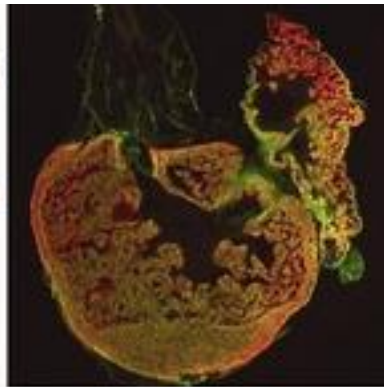


Scarless Repair and Regeneration in Nature

Zebrafish

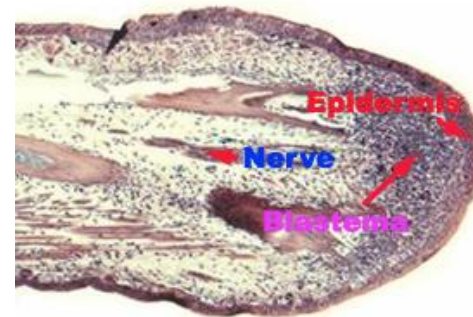


Pre-amputation heart



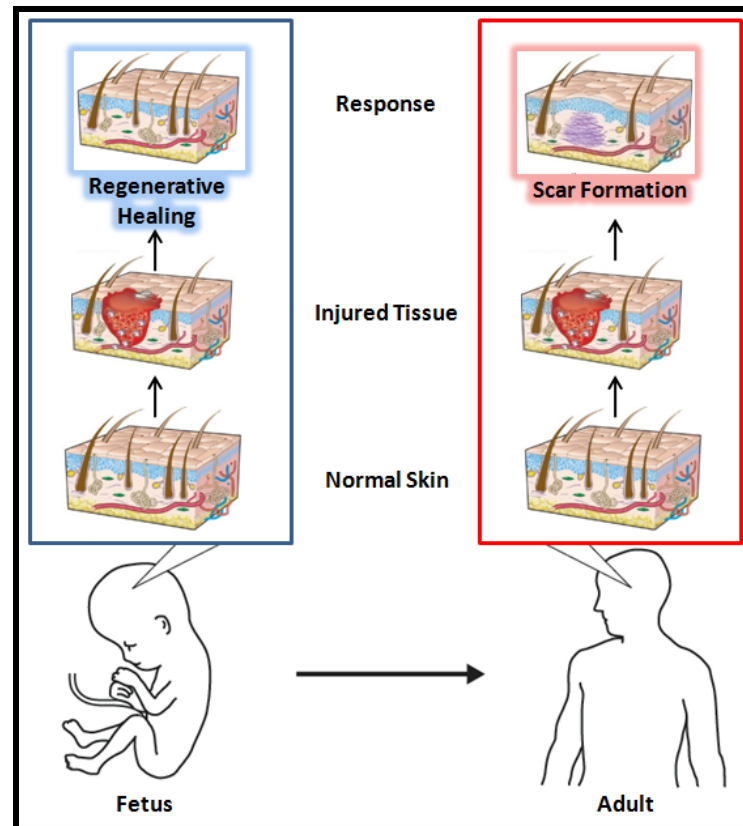
Regenerated heart
at 60 days

Salamander



Limb Regeneration

Human Skin Regeneration

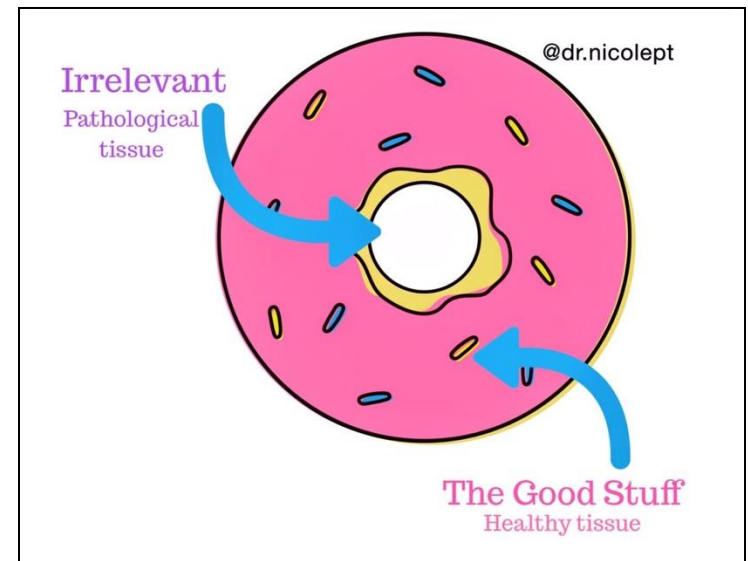


Scarless Fetal Healing

Need New Approaches

- There are ***unique*** challenges in the surgical wound environment (proteases, bacteria)
- Small molecules (i.e., drugs) can withstand these challenges
- Ideally, would deliver therapeutics to surrounding healthy ***intact skin***
- Small molecules have low cost manufacturing which is well-understood by pharma

“Treat the donut, not the hole”

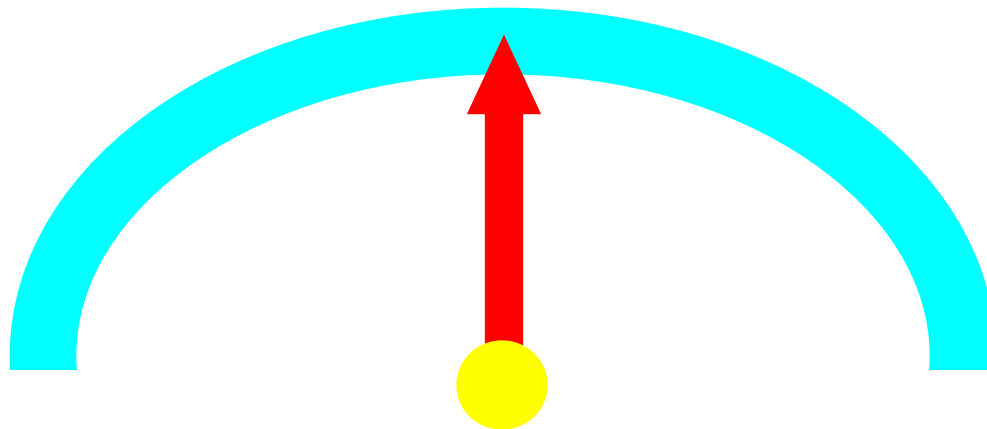


Developing New Drugs for Burns and Skin Injuries

Normal Adult Wound Healing



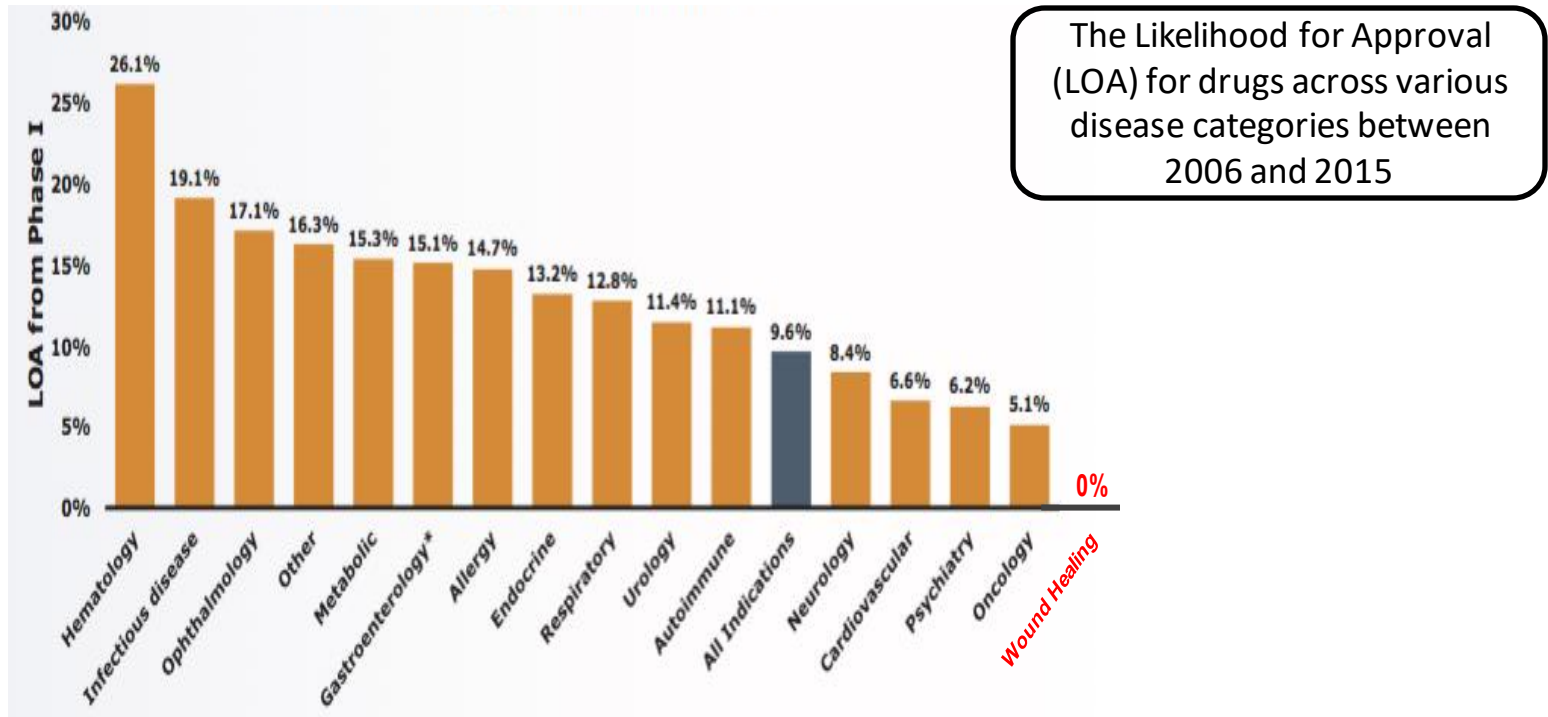
Burns



Chronic Wounds

Largest medical vertical without a
single small molecule drug

No FDA Drug Approval for Skin Injury in 25 Years



- The last investigational drug approved by FDA for healing chronic wounds was rhPDGF-BB (regranex) approved in 1997 for DFUs
- No small molecule has **EVER** been approved for wound healing

Pharma Has Misfired in this Space

Unique Challenges of Skin Injury

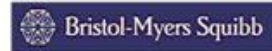
- Unlike other medical conditions, skin injury has procedural components (debridement, offloading) making trials difficult to standardize and enroll
- Diabetes has been the focus for pharma but it is the most challenging area for clinical trials
- Low tolerance for off-target side effects, requires local (vs. systemic) formulations typically not developed for early trials by Pharma



GE Healthcare



SOLVAY



As a Consequence, Medical Device Companies Dominate by Selling Modestly Effective, Lightly Regulated Products

The logo for 3M, consisting of the letters "3M" in a bold, red, sans-serif font.The logo for CardinalHealth, featuring a stylized red graphic of three curved lines above the text "CardinalHealth" in a black, sans-serif font.The logo for Ethicon, featuring the word "ETHICON" in a red, serif font, with the tagline "a Johnson & Johnson company" in a smaller, red, sans-serif font below it.The logo for Medtronic, featuring a blue circular icon with a stylized figure inside, followed by the word "Medtronic" in a blue, sans-serif font.The logo for Acelity, featuring a stylized sphere with a purple and white gradient, followed by the word "Acelity" in a grey, sans-serif font with a trademark symbol.The logo for BD, featuring an orange circular icon with a stylized sunburst or starburst design, followed by the letters "BD" in a blue, sans-serif font.The logo for Integra, featuring the word "INTEGRA" in a grey, sans-serif font, with the tagline "LIMIT UNCERTAINTY" in a smaller, green, sans-serif font below it, and a green graphic of three squares to the right.The logo for MiMedx, featuring the word "MiMedx" in a blue, sans-serif font, with a grey arc above the "x".The logo for Baxter, featuring the word "Baxter" in a bold, blue, italicized, sans-serif font.The logo for Convatec, featuring a blue circular icon with a stylized building or temple facade, followed by the word "Convatec" in a blue, sans-serif font.The logo for Medline, featuring a blue square icon with a white stylized star or lightning bolt, followed by the word "MEDLINE" in a white, sans-serif font.The logo for Mölnlyck, featuring a green graphic of three circles of varying sizes, followed by the word "Mölnlyck" in a green, sans-serif font.

***We are
going to
have to do
this on our
own...***



Will Require Entrepreneurship

- What is entrepreneurship?
- Widely misunderstood
- Not about money, “start-ups” or Silicon Valley
- Entrepreneurial thinking guides strategy



What is Entrepreneurship?

“Pursuit of opportunity beyond the resources you currently control”

Howard Stevenson, HBS

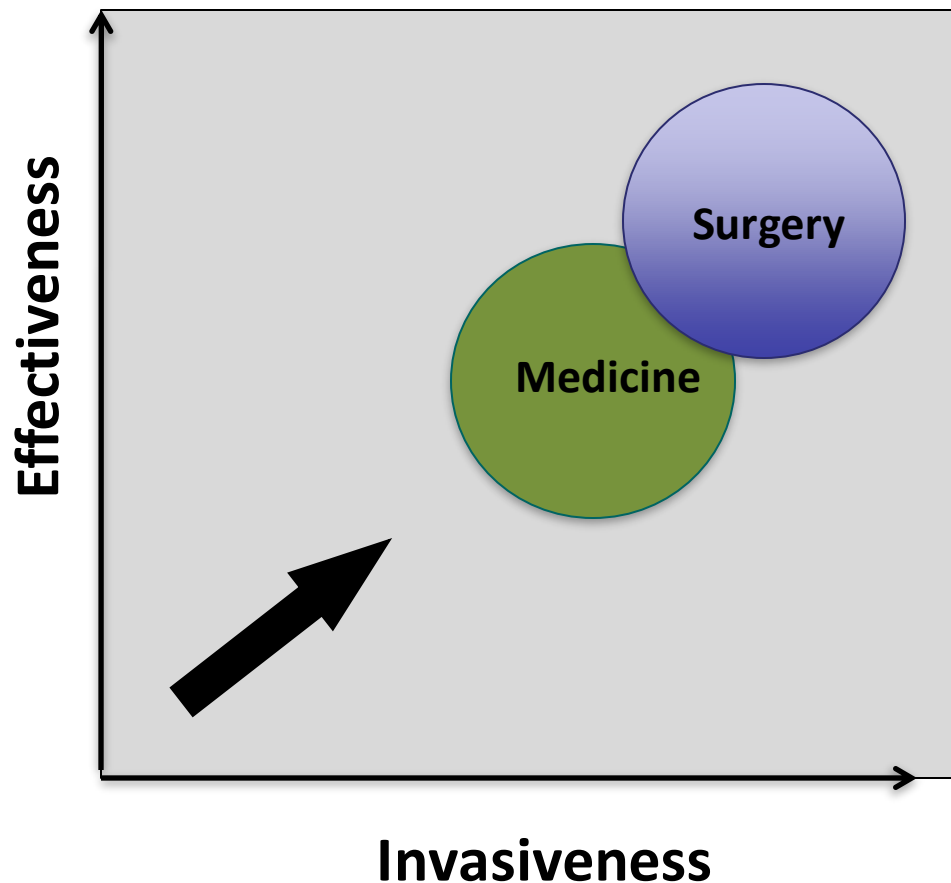
Pursuit of Opportunity... a singular, relentless focus to solve a problem or fill a need (not primarily financial)

...Beyond Resources Controlled:
without the needed resources
guaranteed



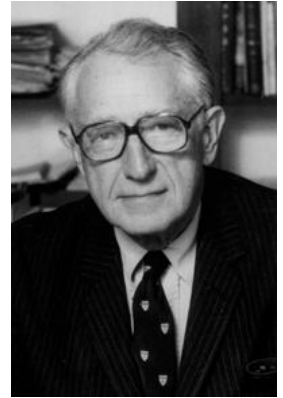
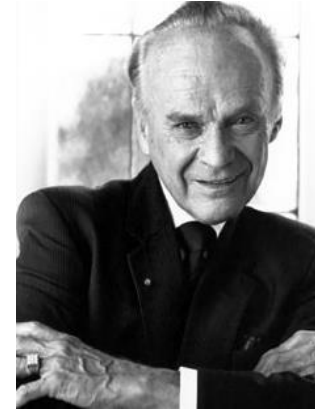
Howard Stevenson, father of entrepreneurship studies at Harvard Business School

Throughout history, surgeons have been driven innovation in medicine through bench to bedside research



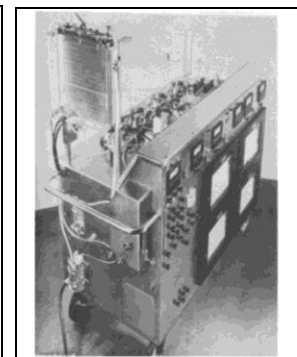
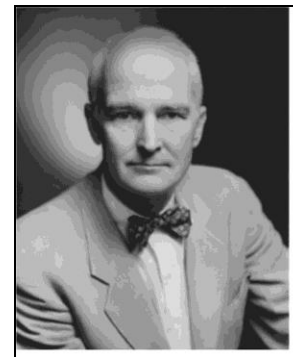
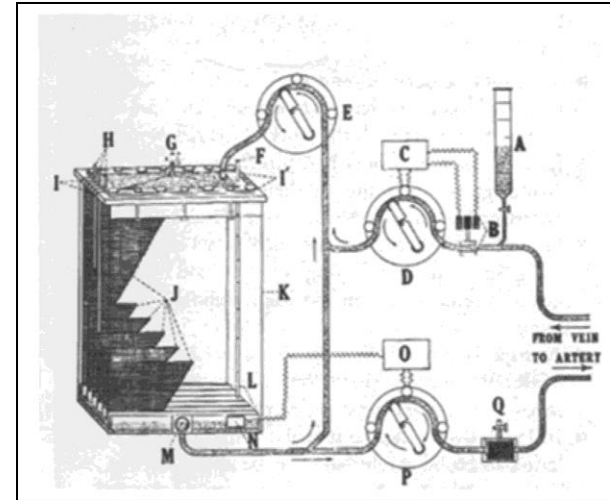
Many Examples of Bedside-to-Bench-to-Bedside Innovation

- Solid tumors
- Cardiac therapy
 - Bypasses to stents
 - Valve replacement to TAVR
- Transplantation
- Immunotherapy and Hormonal Therapy for Cancer
- Parenteral Nutrition
- Critical Care



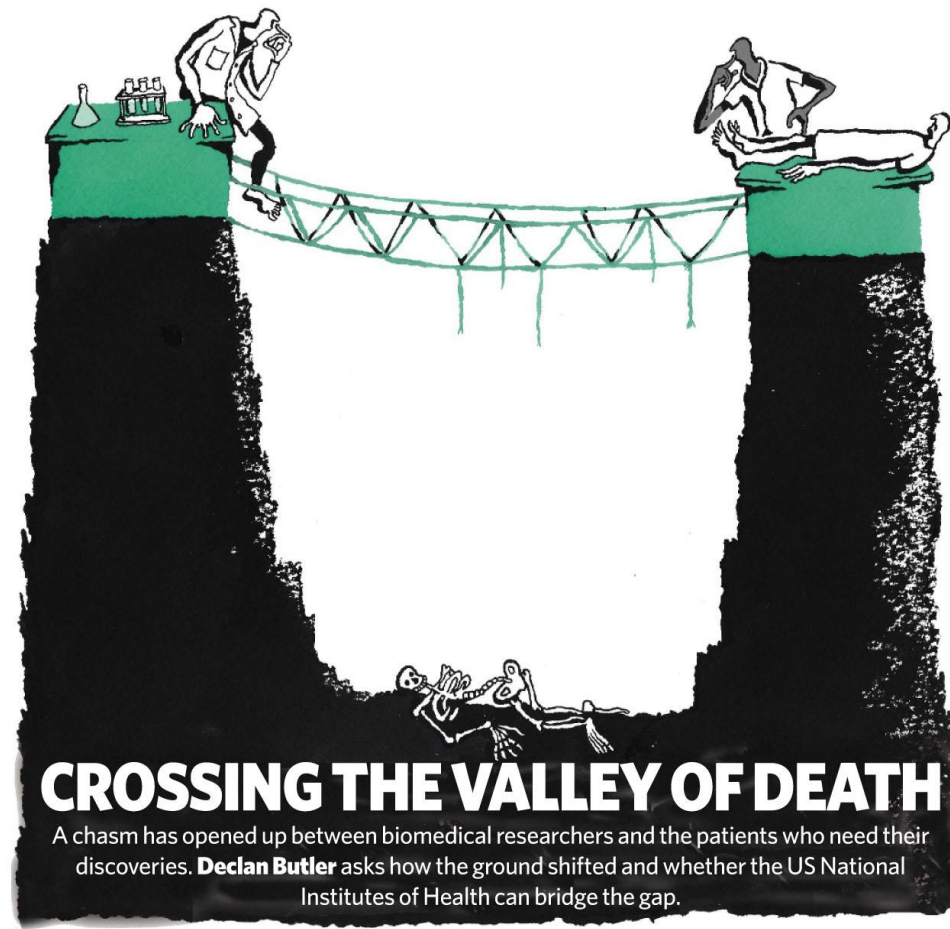
Going from “Bench to Beside” is Getting Harder

- Increasing regulations (FDA)
- Decreasing risk tolerance
- Opportunity cost for surgeons
- Increasing overall expense of getting products to market



Cardiopulmonary Bypass Machine
John H. Gibbon, Jr

The "Valley of Death"



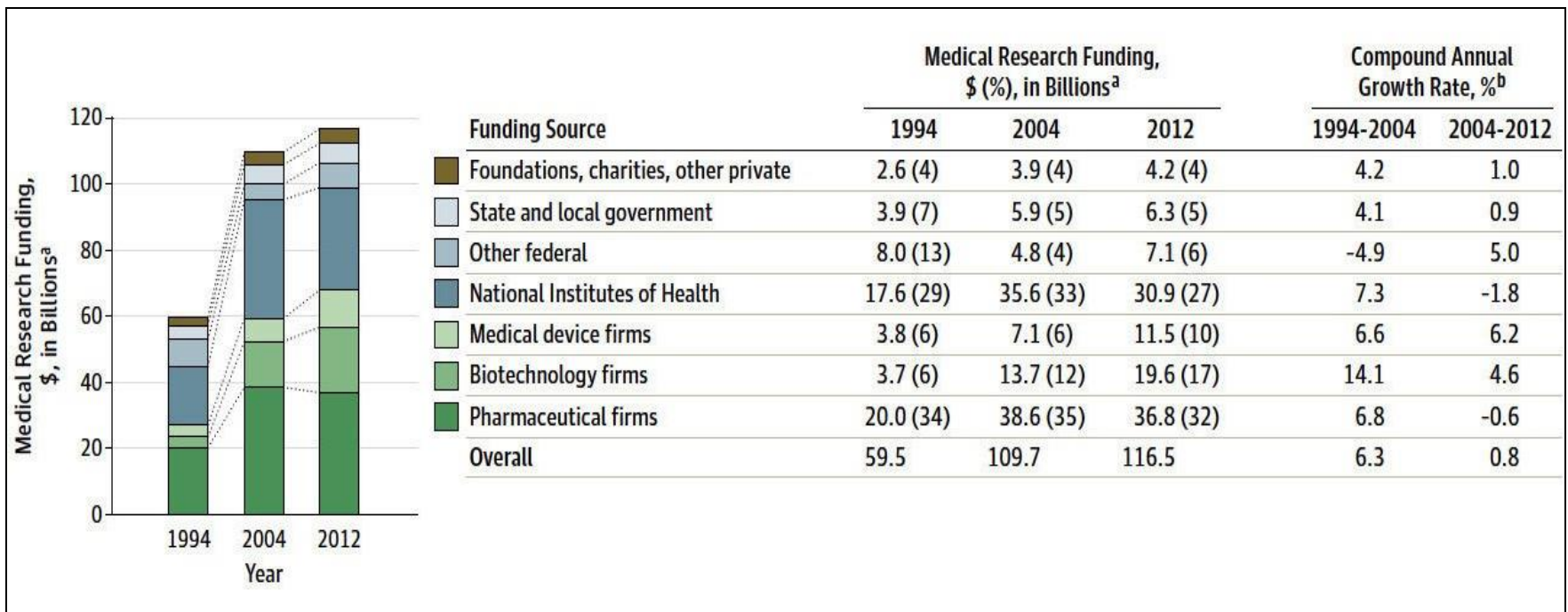
The Cost of Bringing Scientific Advances to Patients is Significant

- To bring a new medical **device** to market costs between \$31 million (510k) to \$94 million (PMA)
- To bring a new **drug** to market costs from \$800 million to \$2 billion



Where Do You Find the Money?

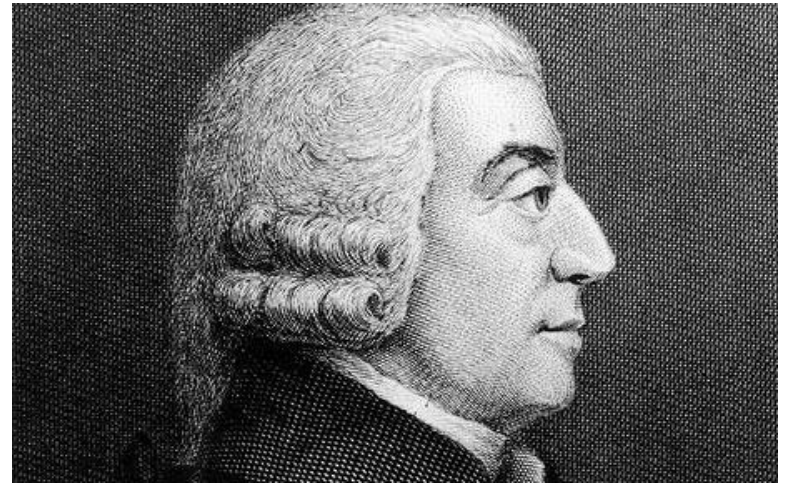
1. Federal Grants: NIH, NSF, DoD
2. Industry
3. Foundations/Philanthropy



But, none of these funders have
the money or interest to take
your idea “all the way”...

...eventually you are going to need to more resources than can be obtained from grants or philanthropy

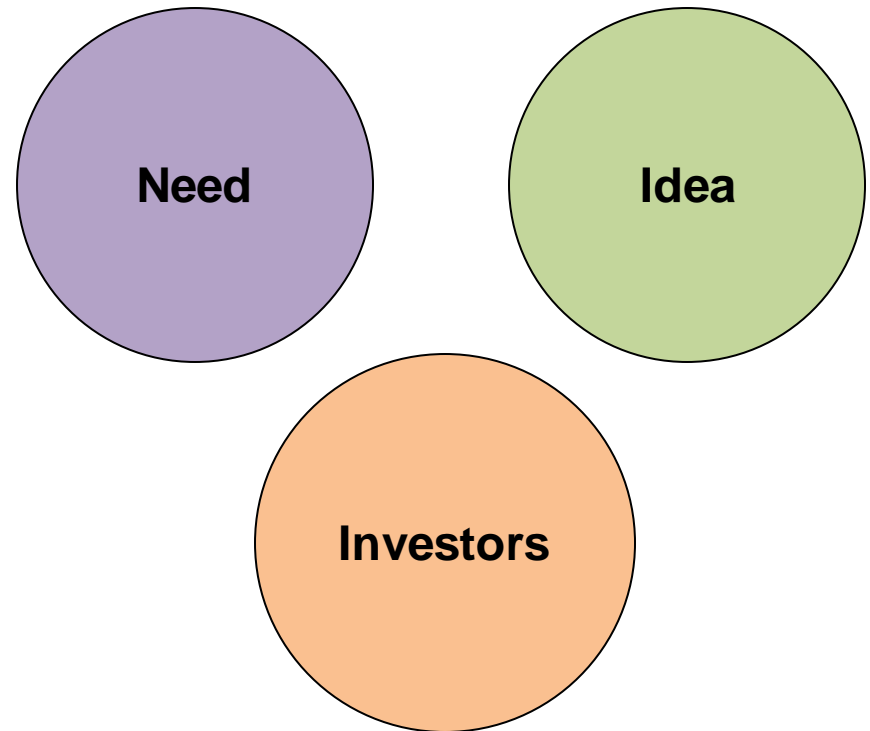
1. Harness the "genius" of capitalism
2. Need to understand the difference between a good idea and a good business
3. Understand the psychology of professional investors



Adam Smith
(1700-1986),
Father of Economics

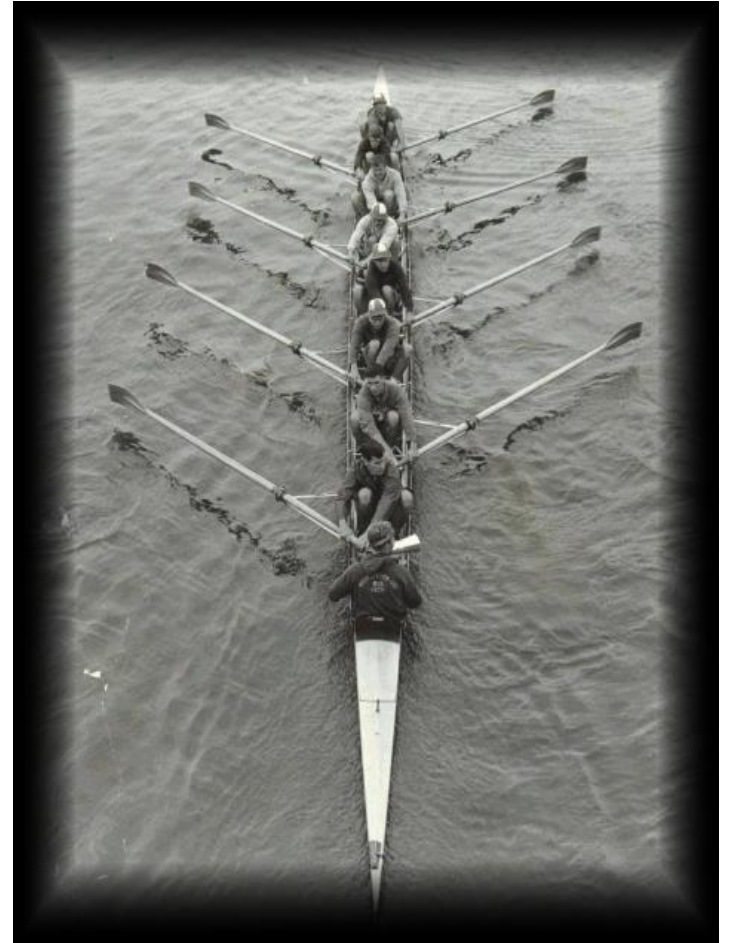
...Usually this takes the form of starting a company and attracting investors

1. Clinical need
2. Idea for a technologic solution
3. Professional investors who believe in the value proposition

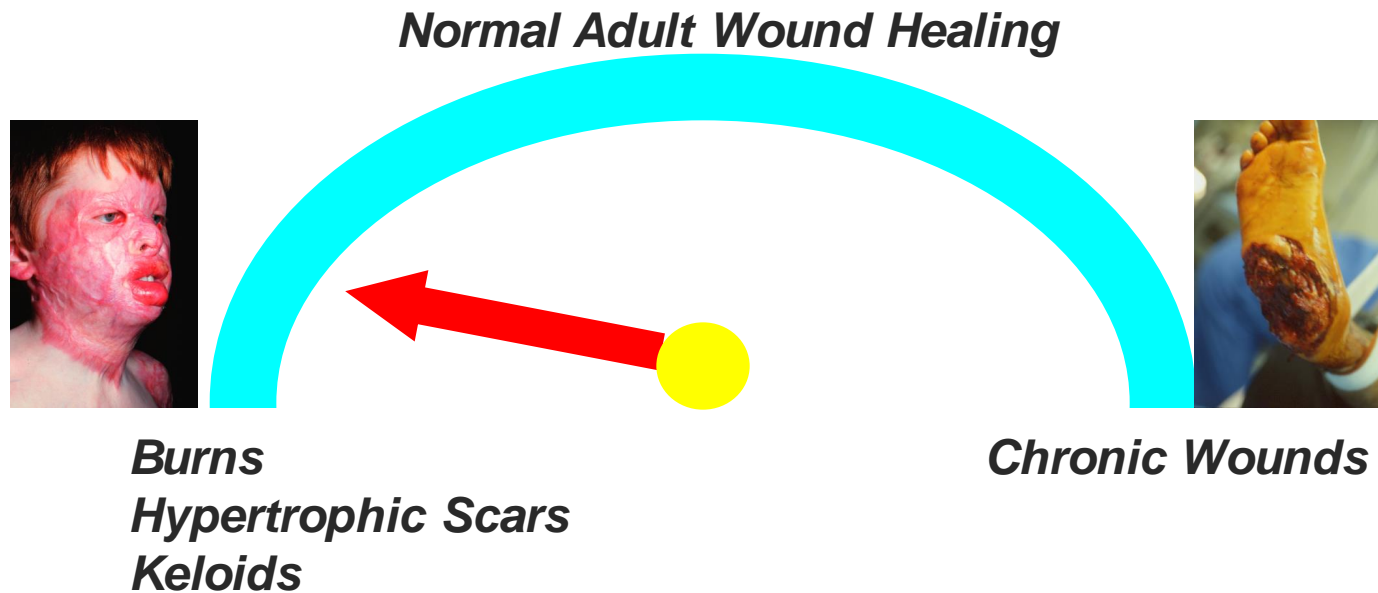


Starting a Company is a Building a Team

1. Need to find colleagues with complementary skill sets (engineer, MBA, legal, etc.)
2. Participation on the team gives each member some ownership of the company in the form of equity or options
3. Need to create value faster than your “burn rate”



Developing Drugs for Burns and Skin Injuries



Small Molecule Drug Based on an FDA Approved Device that has Treated Over 250,000 Patients



Matthias B. Donelan, MD
Chief of Staff, Boston Shriners
Hospital

“Scar Forms Where There is Tension”

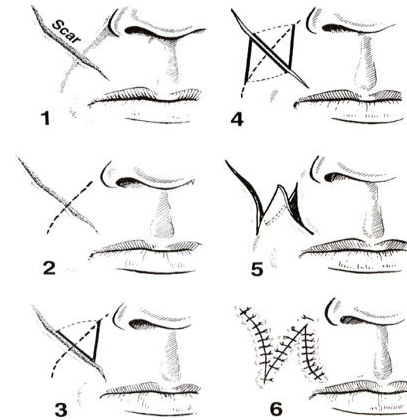
LETTERS

nature
medicine

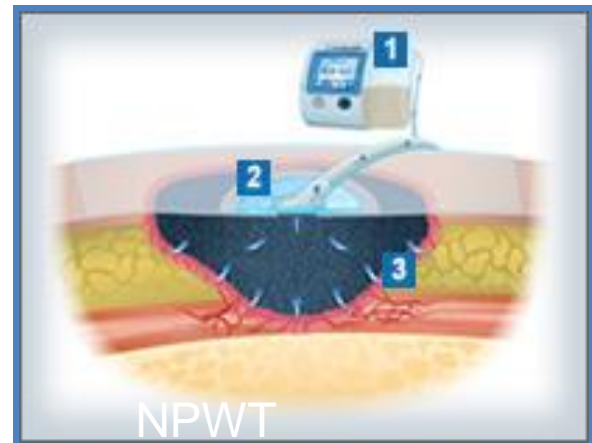
Focal adhesion kinase links mechanical force to skin fibrosis via inflammatory signaling

Victor W Wong¹, Kristine C Rustad¹, Satoshi Akaishi¹, Michael Sorkin¹, Jason P Glotzbach¹, Michael Januszyk¹, Emily R Nelson¹, Kemal Levi¹, Josemaria Paterno¹, Ivan N Vial¹, Anna A Kuang², Michael T Longaker¹ & Geoffrey C Gurtner¹

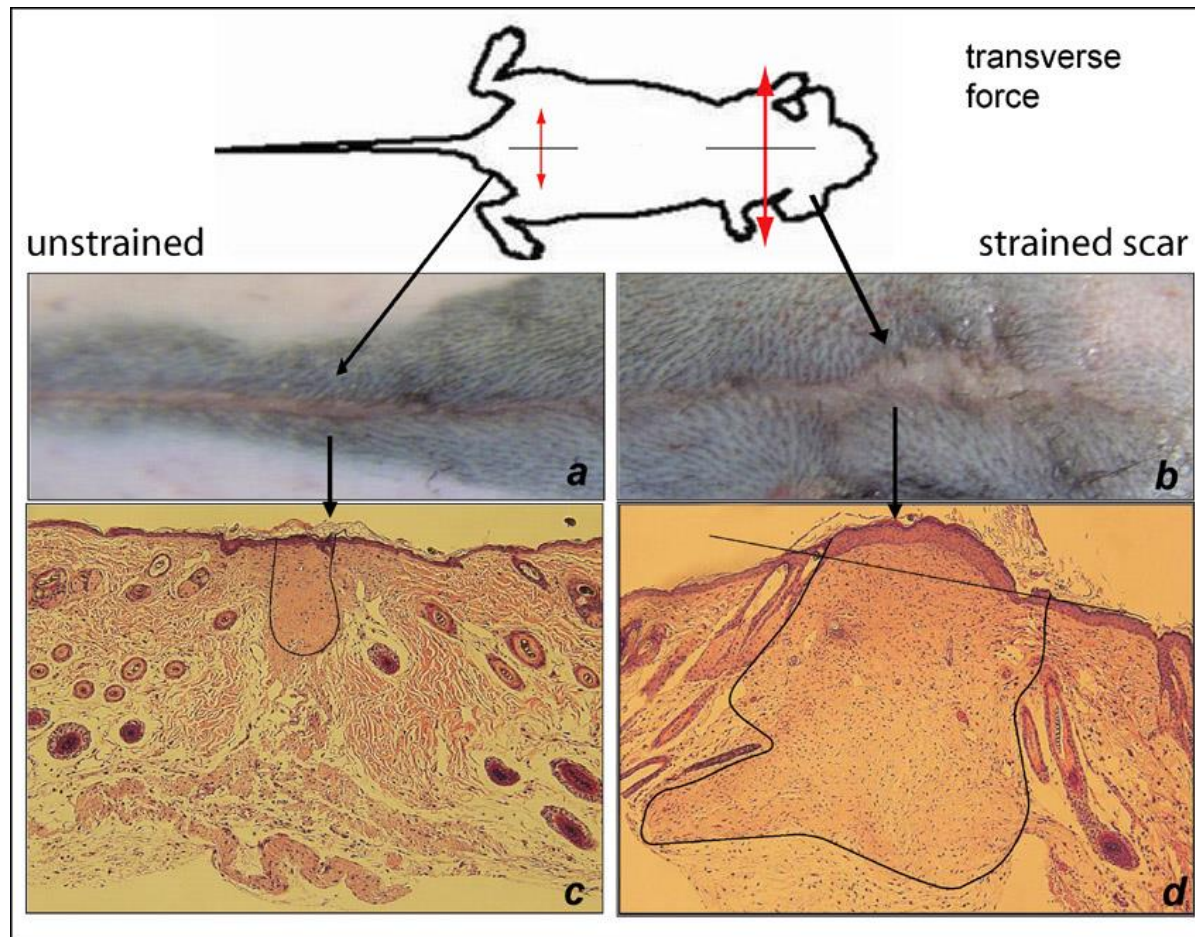
Mechanical Forces and Wound Healing



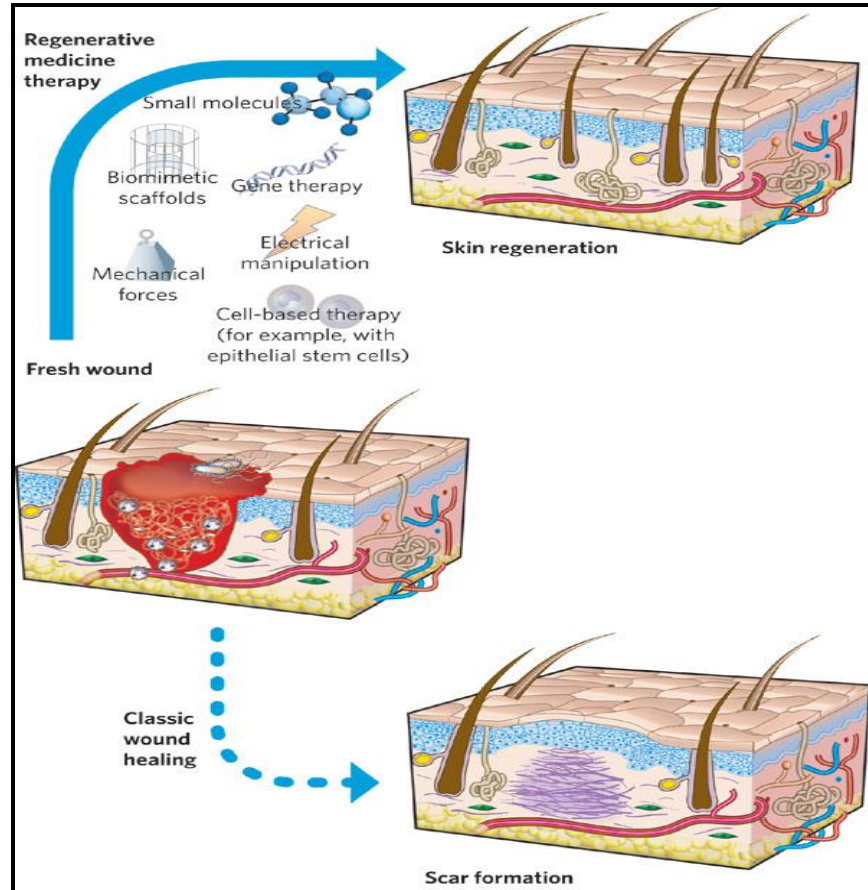
Scar Revision



Human Levels of Mechanical Stress Produce “Human-like” Fibrosis and Scar Formation

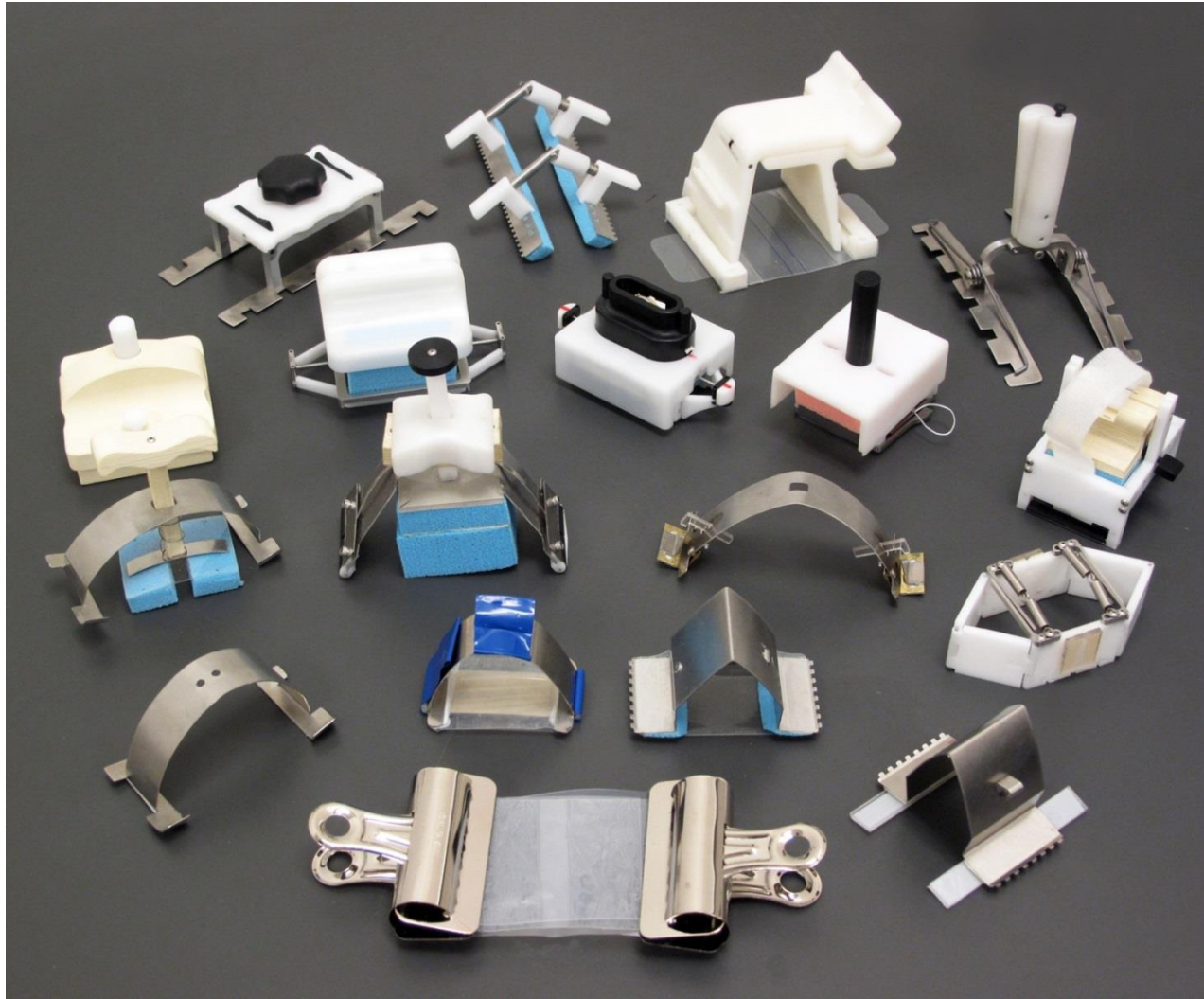


Can we reverse this in humans?



Gurtner, Nature 2008

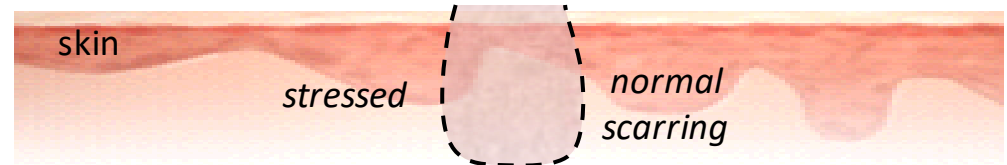
How to do this.....?



Dynamic Stress Shielding Device

Untreated Incision

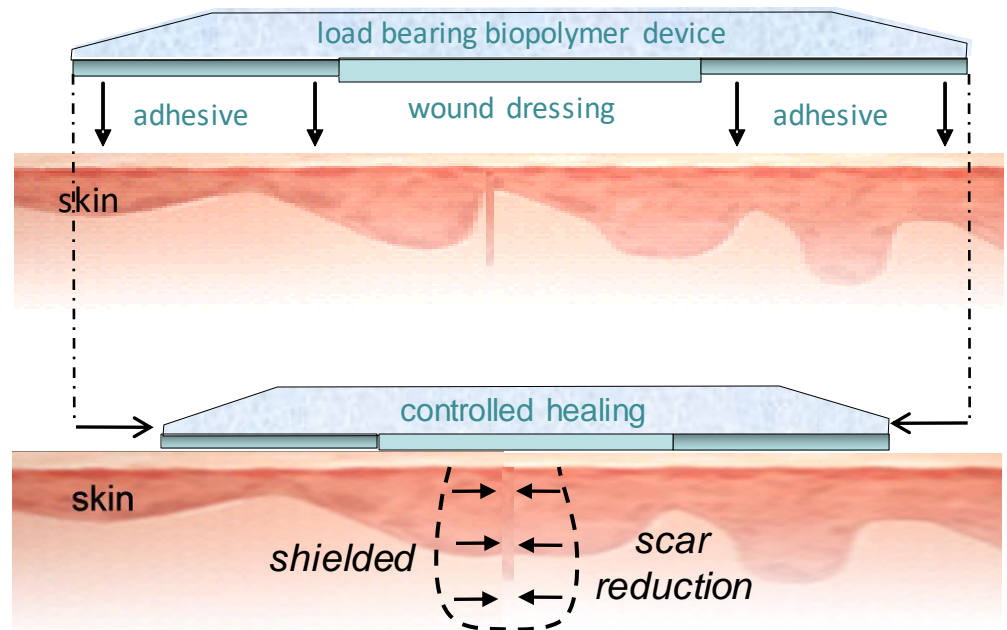
Normal scarring resulting from untreated wound



Treated Incision

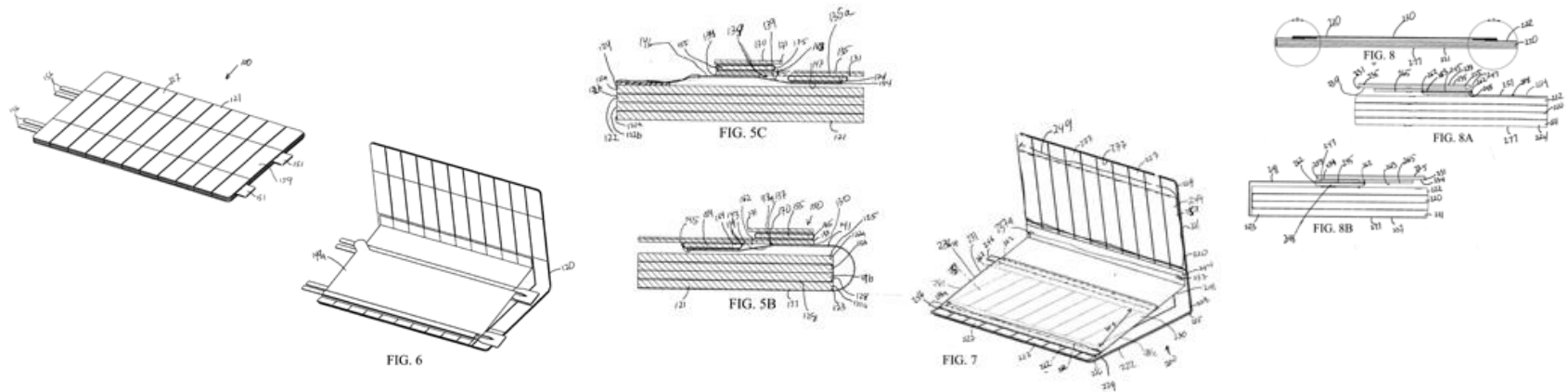
Stretch device and adhere across wound with pressure sensitive adhesive (PSA)

Release and allow device to relieve stresses across wound.

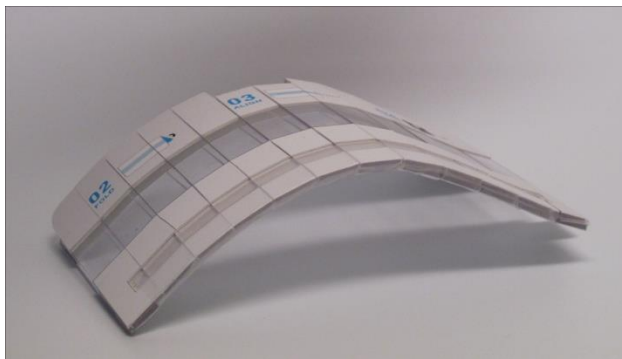


Relieves stress across wounds during healing

Dynamic Stress Shielding Dressing



Schematics of third generation device designed to precisely apply dynamic stress-shielding polymer to wounds



Photographs of third generation device being prepared for commercialization. The device has proven user-friendly, disposable, and highly effective for both volunteer patients and physicians.

Abdominal Scar Treatment Study

Subject	03-05	Time since surgery	12 months
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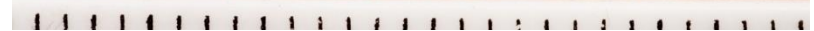
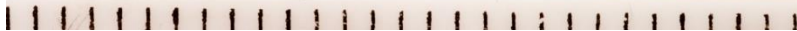
Abdominal Scar Treatment Study

Subject	03-06	Time since surgery	9 months
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Abdominal Scar Treatment Study

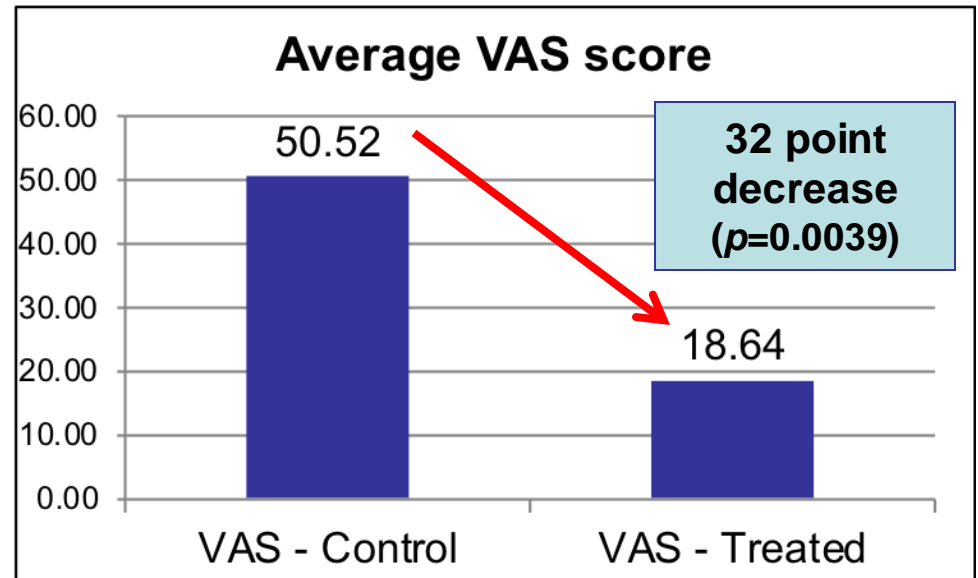
Subject	03-09	Time since surgery	12 months
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Independent scar photo analysis

Results

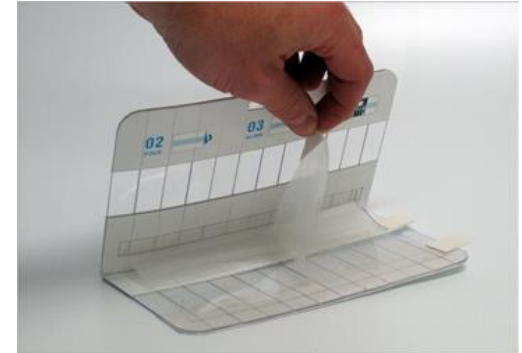
- Statistically significant reduction in VAS scores for the treated side vs. control side of 32 points ($p=0.0039$, VAS Scale ranging from 0 to 100)
- For paired scar ranking, in no case was the control chosen over the treated
- Informal lay people panel also conducted with similar results ($p=0.004$)



Annals of Surgery 2011

Multiple Successful Randomized Clinical Trials

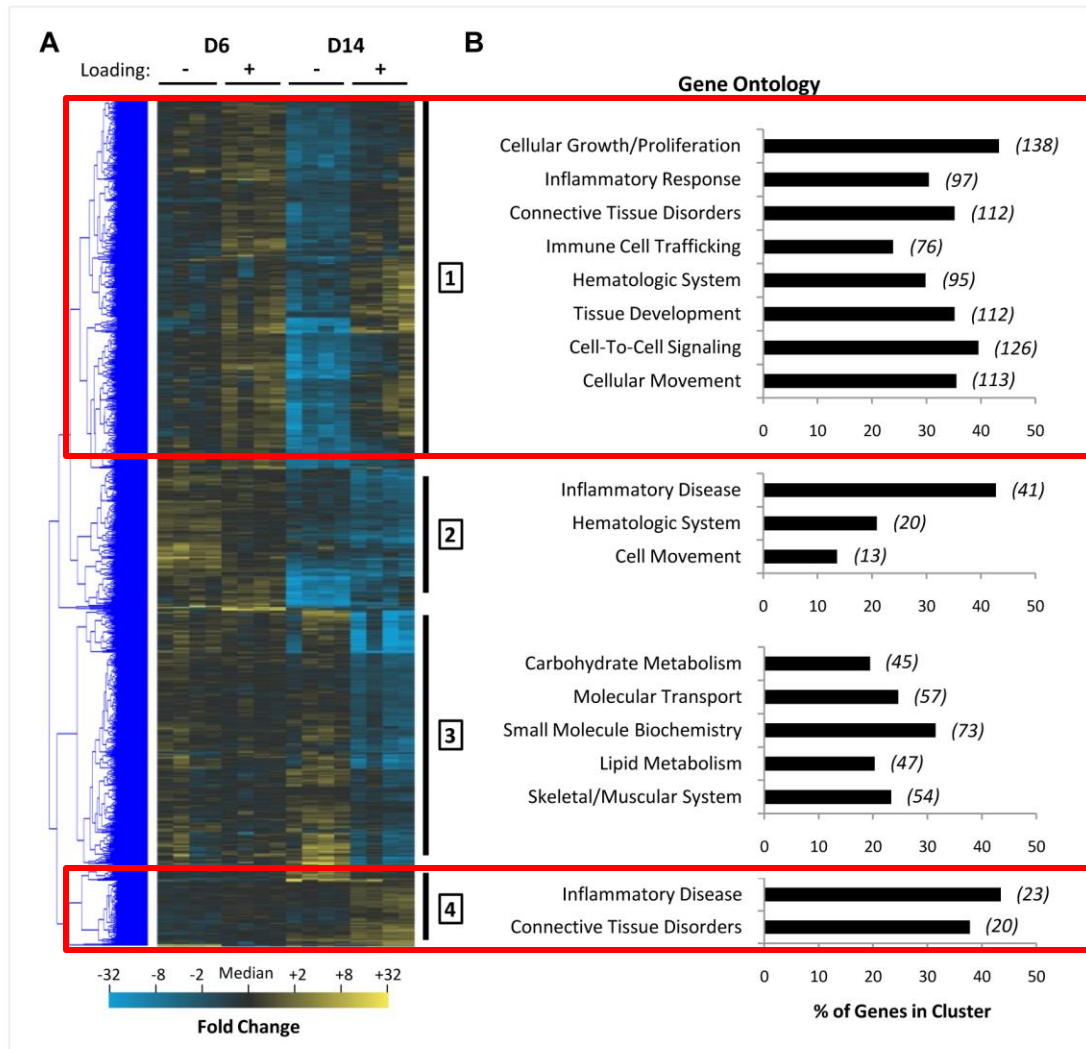
- Commercially Available for Treating Incisional Scars
- Device name: Embrace[®]
- 250,000 patients treated
- 93% approval rating on realself.com



	Studies Performed				
Study	Species	Metrics Analyzed	Duration	P value	Publications
Proof-of-concept animal study	Red Duroc swine (n=6)	Excision & incisions	8 wk	n/a	Gurtner et. al. 2011, Annals of Surgery
“Mona Lisa”	Humans (n=9; 1 center)	Abdominoplasty, w/in patient controls.	8 wk; 6-12 mo. follow-up	0.0039	Gurtner et. al. 2011, Annals of Surgery
“Louvre”	Humans (n=56; 8 centers)	Abdominoplasty, revision and breast, w/in patient controls	8-12 wk; 6, 12 mo. follow-up	0.01	n/a
“REFINE”	Humans (n=67; 12 centers)	Abdominoplasty, w/in patient controls	12 wk; 6, 12 mo. follow-up	<0.007	Longaker et. al. 2014, PRS
“IMPROVE”	Humans (n=10, 1 center)	Scar revisions w/in patient controls.	10-12 wk; 6, 12 mo. follow-up	0.002	Lim et. al. 2014, PRS



Microarray Analysis of Hypertrophic Scars



Affymetrix gene chip

~1000 genes regulated by wound tension

Chemokine pathways activated

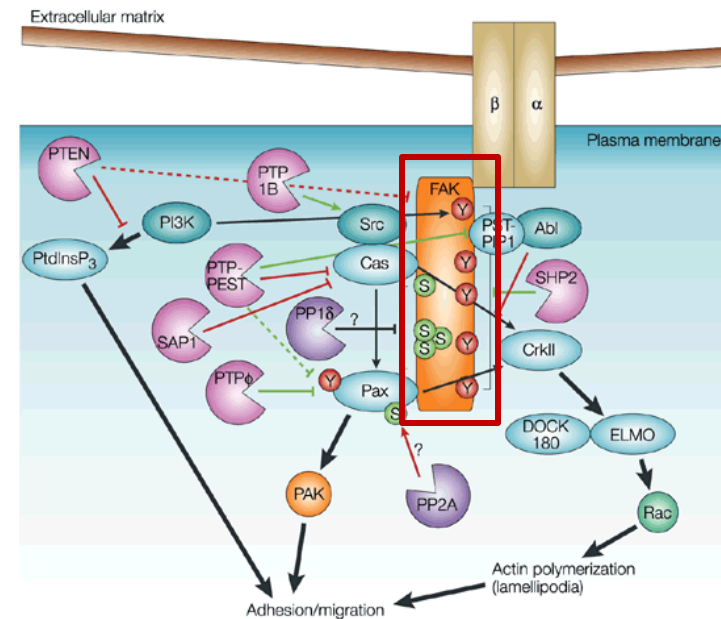
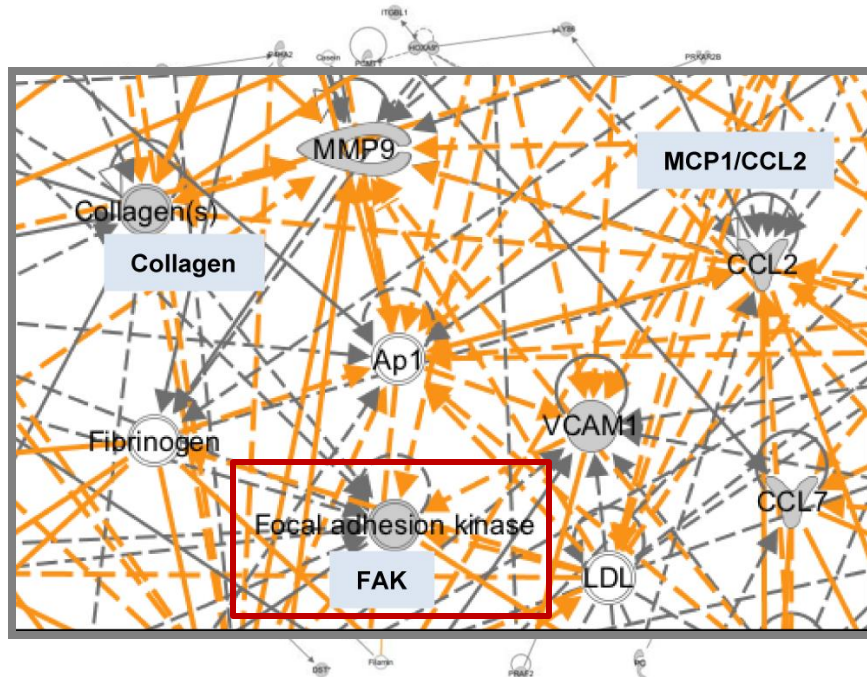
Upregulation of fibrotic pathways

Consistent with *in vivo* phenotype

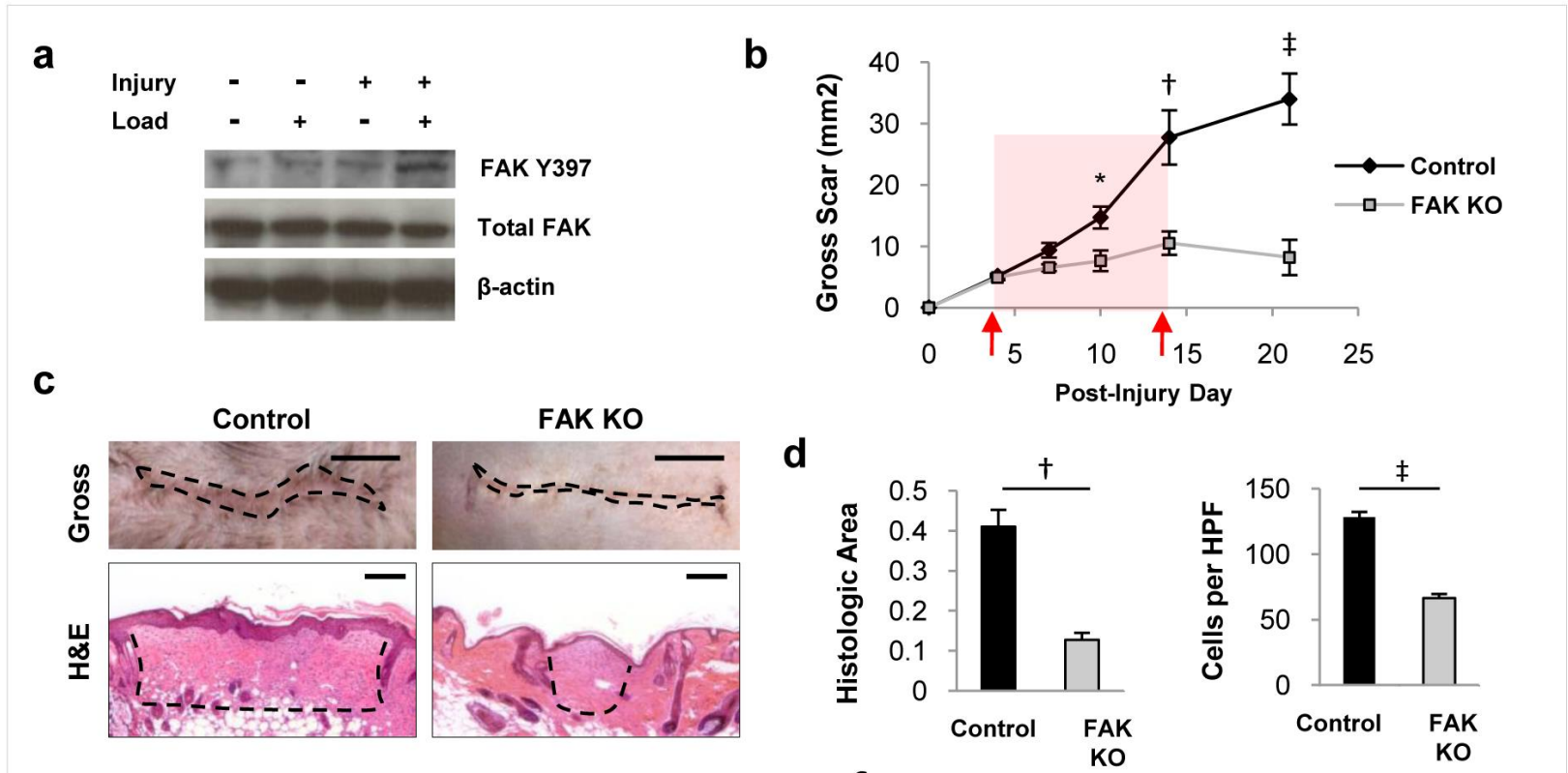
Wong VW et al. 2011 Nat Med 18(1)

Focal Adhesion Kinase (FAK)

- Ingenuity Pathways Analysis (IPA): transcriptome map
- FAK → important mechanosensor links cells and ECM
- Fibroblasts are both mechanoresponsive and end effectors of fibrosis
- **HYPOTHESIS: Fibroblast-specific FAK is critical in scar formation**

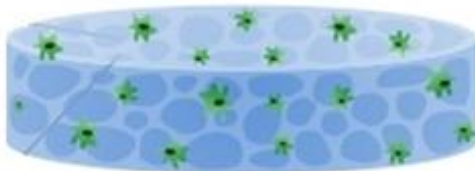
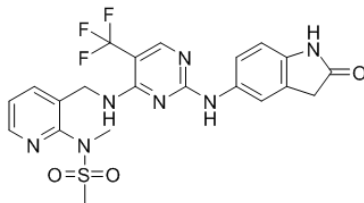


Mice lacking FAK do not form hypertrophic scars



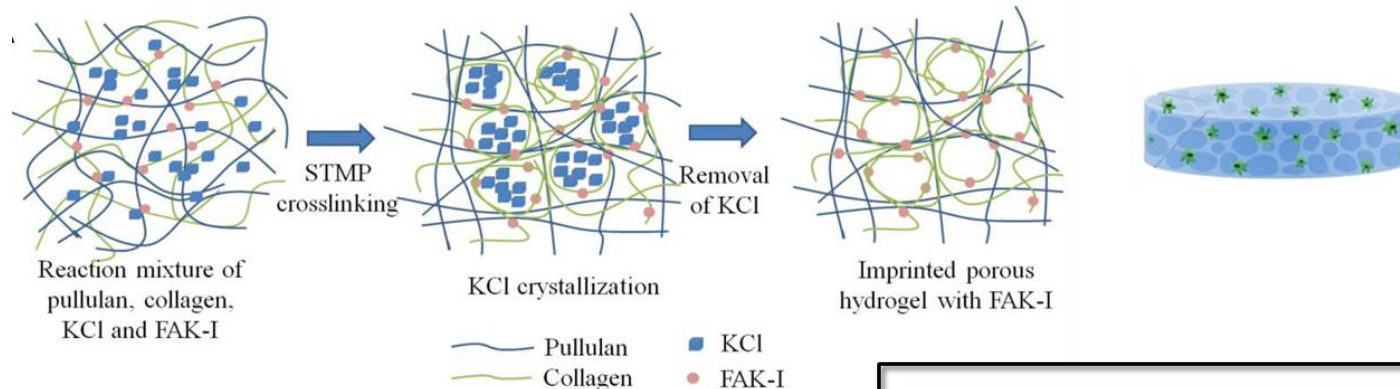
Wong *et al.*, *Nature Medicine* 2011

Blocking Mechanotransduction Using Small Molecules

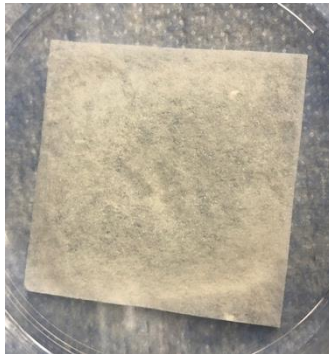


- Small molecule blockade of FAK
- VS-6062, (Verastem, Needham, MA) for cancer therapy
- FDA-IND and Phase I clinical studies completed
- Licensed from Verastem
- Two US patents to protect it:
 - US patent 9,655,967 : Inhibition of FAK for control of scar formation
 - US patent 9,636,362: Pullulan-collagen hydrogel regenerative matrix

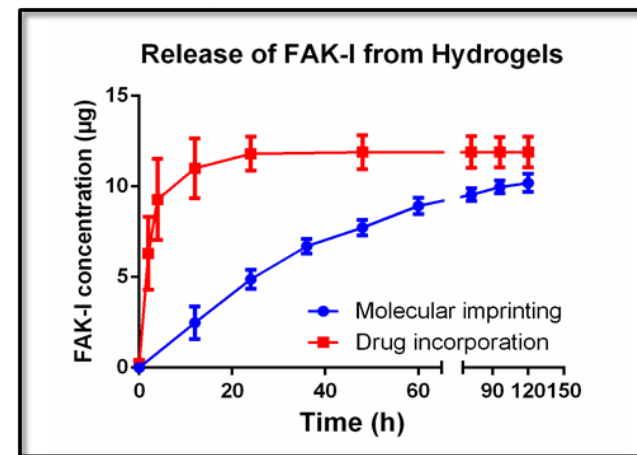
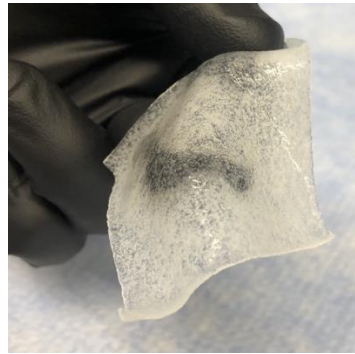
Formulated in Hydrogel for Sustained Release of Drug



Dry hydrogel

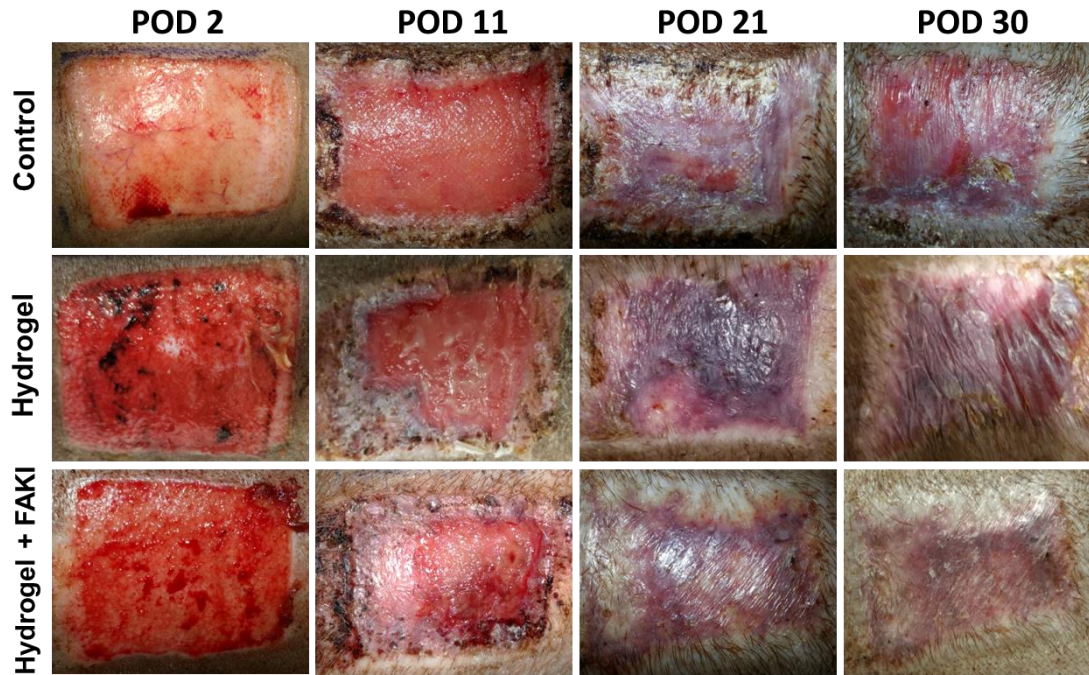


Wet hydrogel

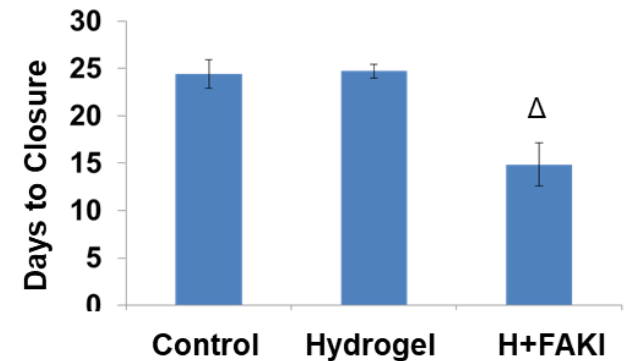
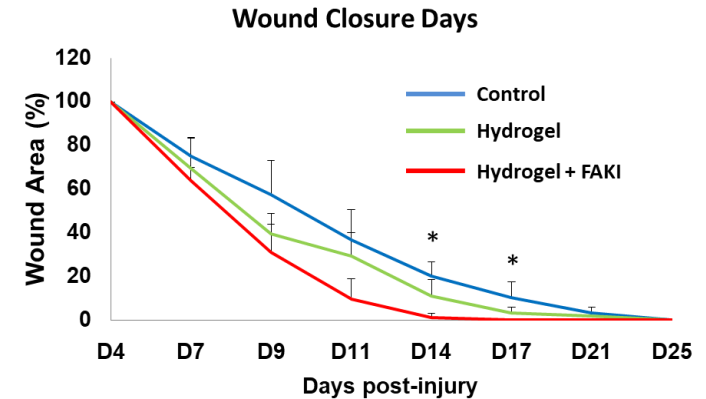


- Biodegradable porous dermal hydrogel matrix
- FAK-I was physically encapsulated via molecular imprinting
- Hydrogels are loaded with 100 microG/sq.cm of FAK-I and releases FAK-I for over 72 hours in in vitro studies.

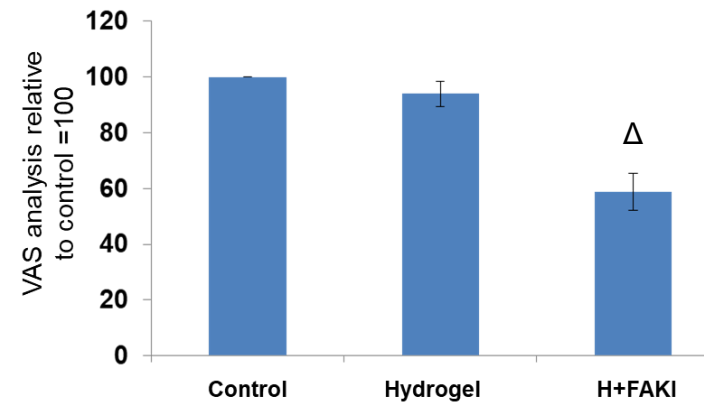
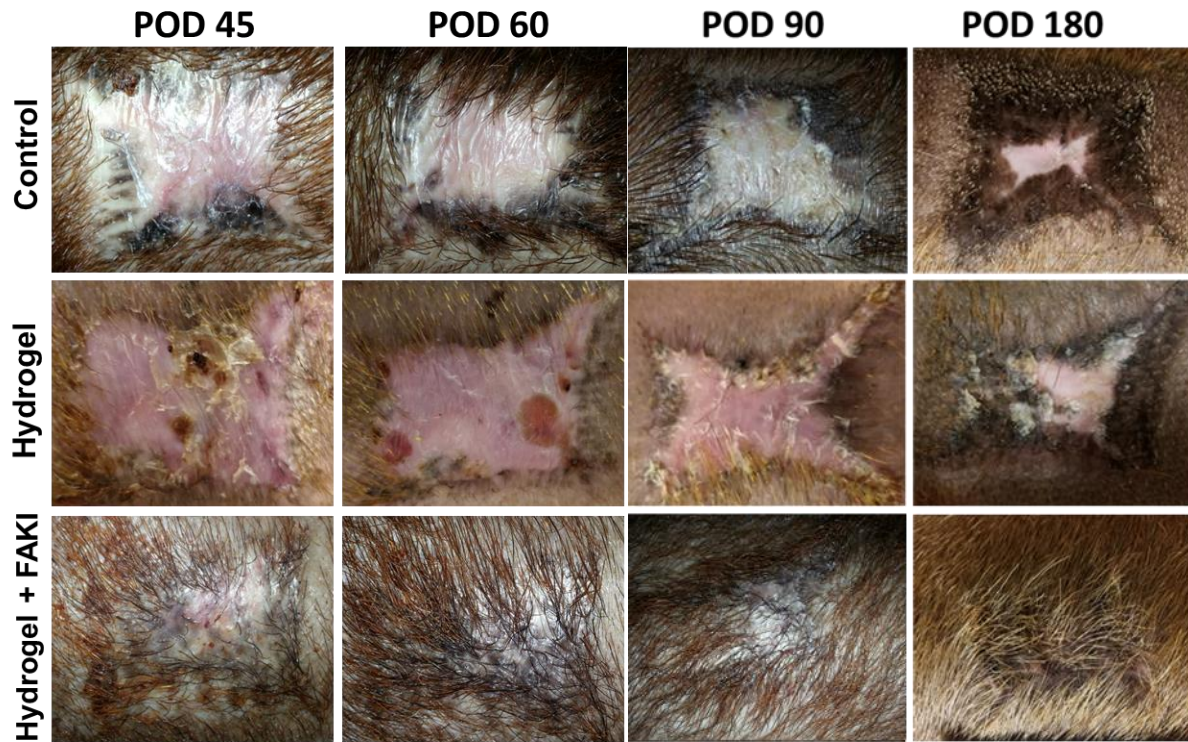
Accelerated Healing at Early Time Points



N=8 wounds for each condition. Initial wound size = 25cm².

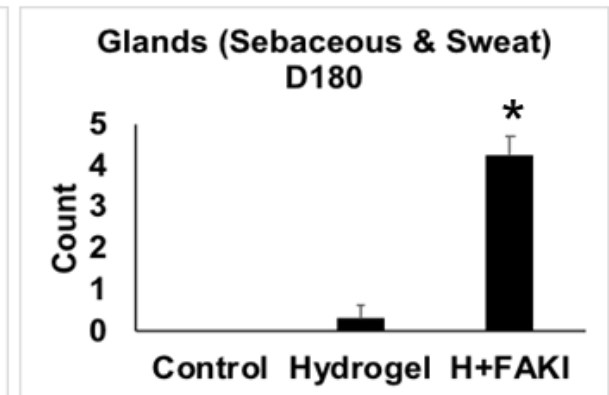
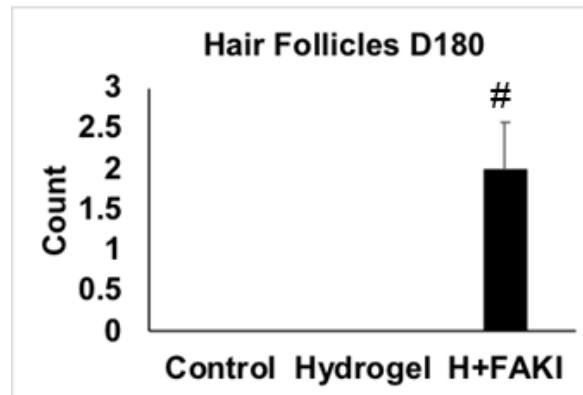
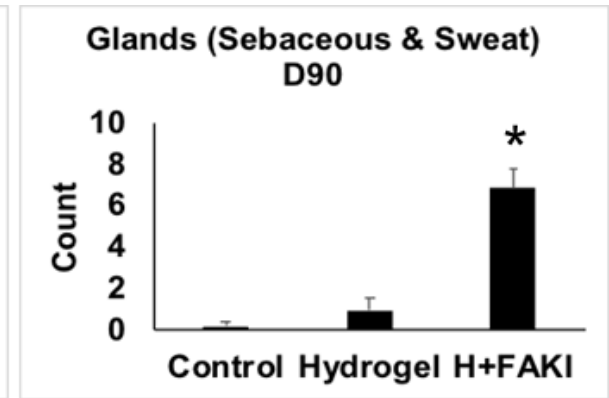
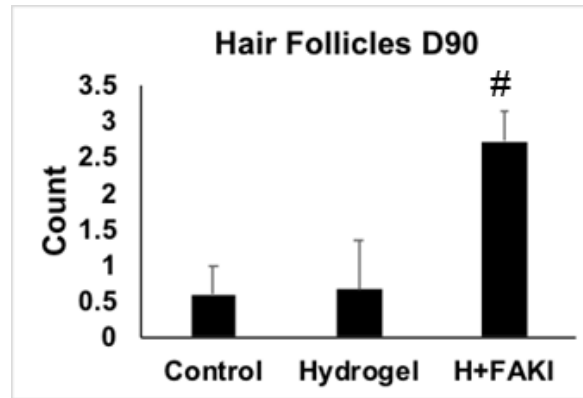
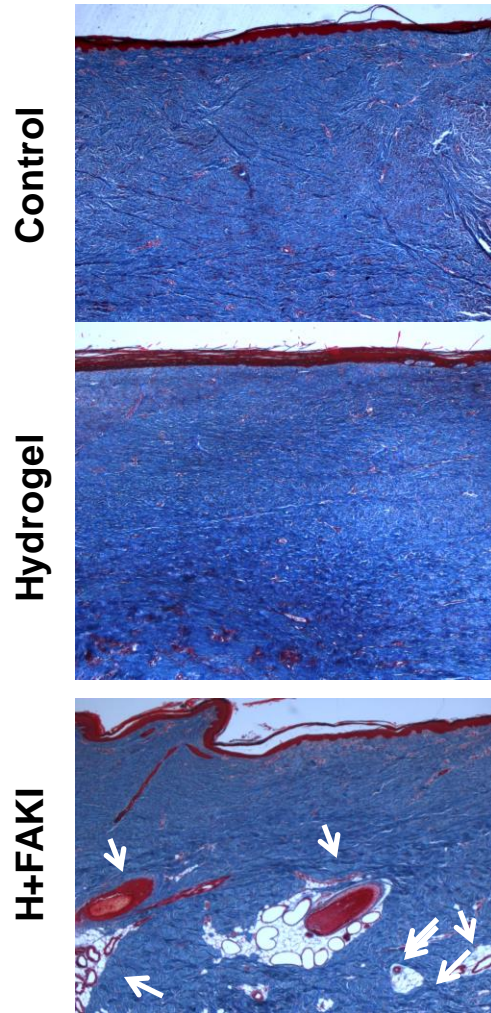


Skin Regeneration without Scar at Late Timepoints



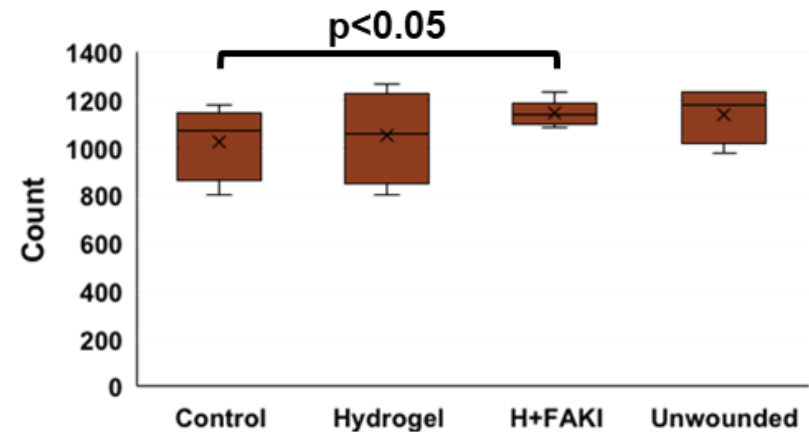
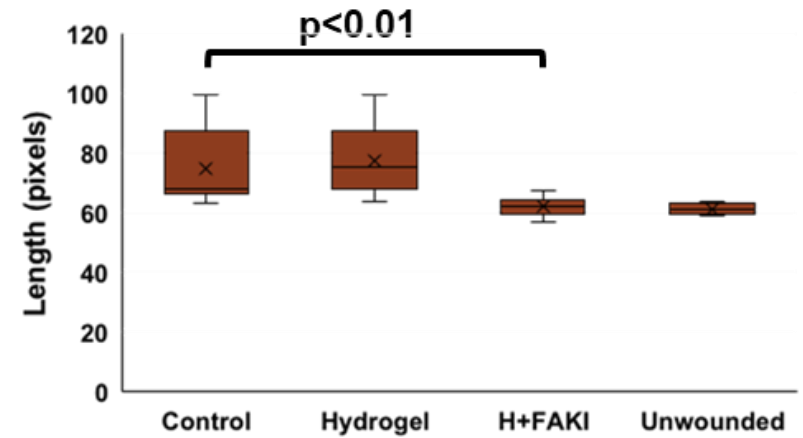
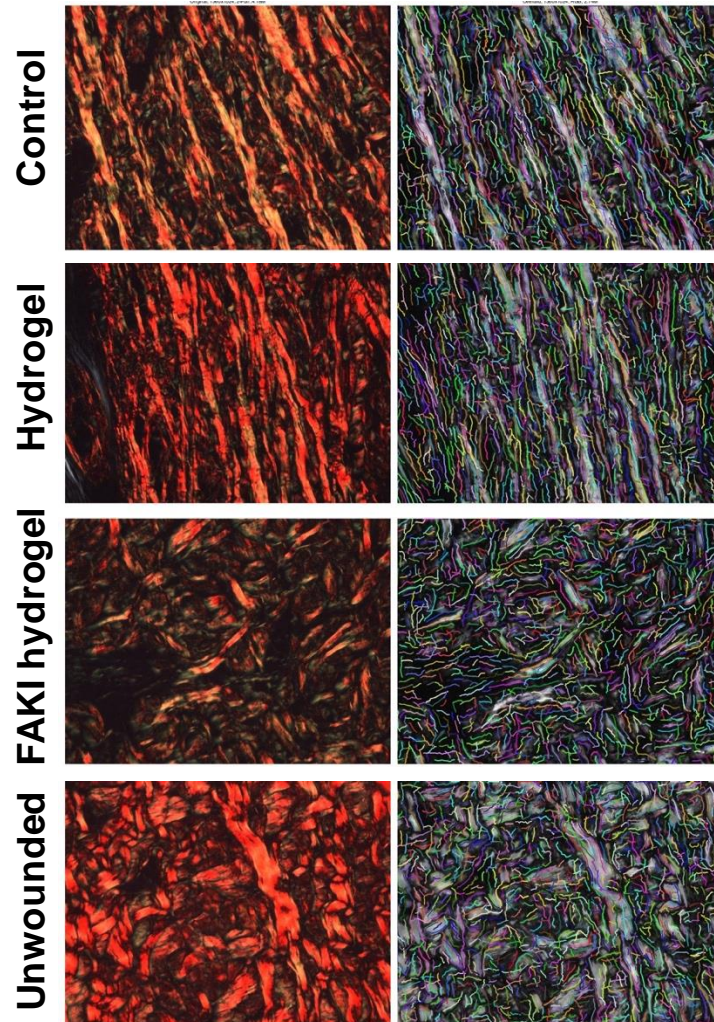
- **Visual Analog Scale (VAS) scores were assessed by four blinded scar experts**
- (^Δ $P < 0.0001$ Control vs. H+FAKI).

Normal hair follicles and skin appendages



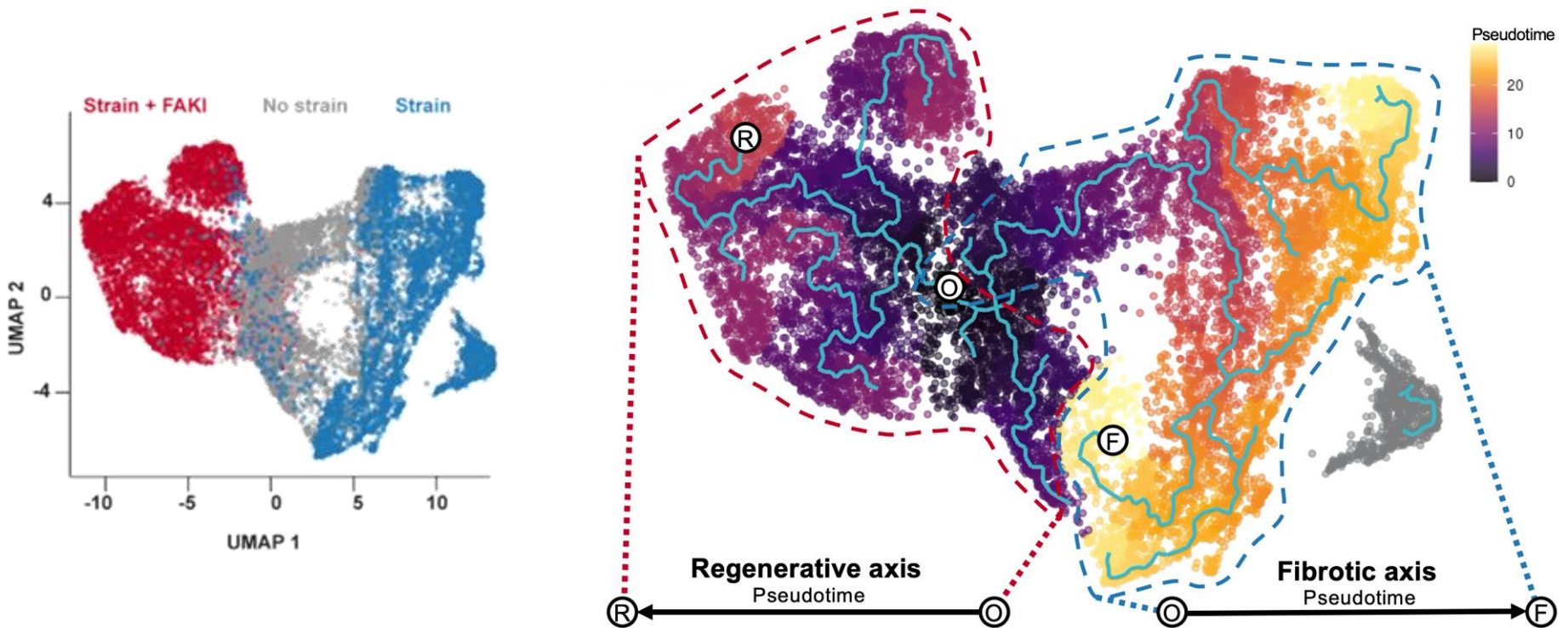
Images show Trichrome staining at POD90.
[#] $P < 0.01$ Control vs. H+FAKI ^{*} $P < 0.001$ Control vs. H+FAKI ^Δ $P < 0.0001$ Control vs. H+FAKI

Dermal Collagen Structure Nearly Identical to Unwounded Skin



N = 9 images for control, hydrogel & H+FAKI. N=4 images for unwounded. Statistical differences are as indicated Control vs. H+FAKI

Pseudotime analysis reveals potential fibroblast regenerative and fibrotic axes



Kwon, Nat Comm, 2021

Imagine, Surgery Without a Scar

A new study shows that a 20-year-old drug prevents scarring in mice. If it works on humans, it could change the lives of those with disfiguring wounds.



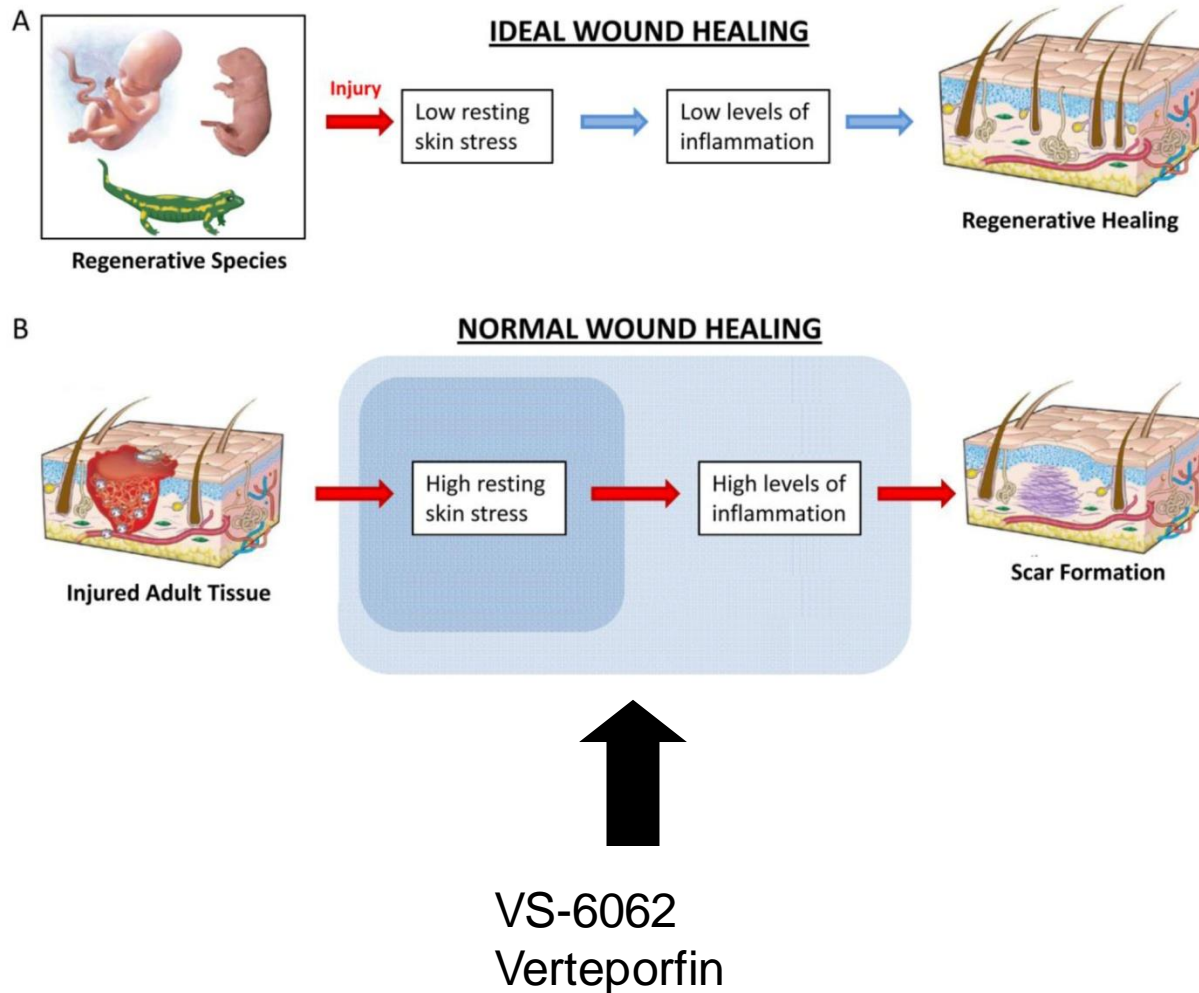
By Gina Kolata

April 22, 2021

Cleft palates that close without scars. Burn wounds that recover without a trace of injury. Years-old disfiguring scars that disappear, leaving skin smooth and flawless.

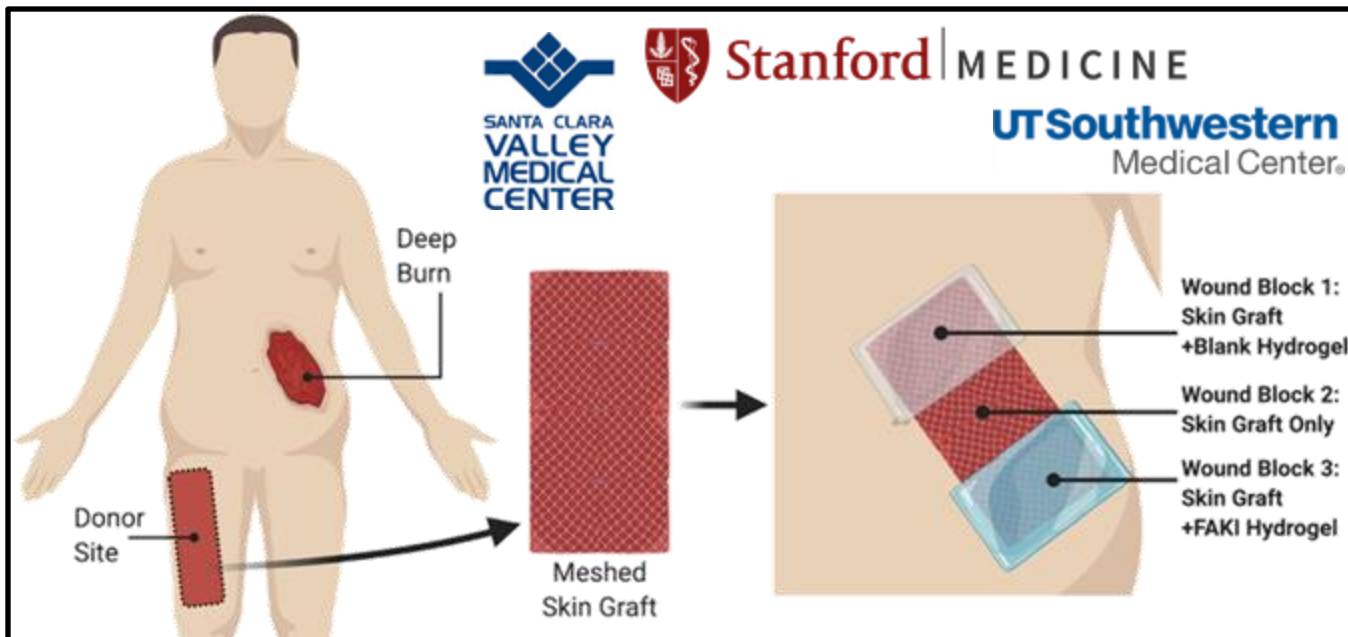
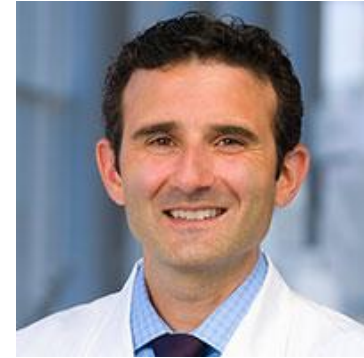
It sounds like science fiction, but healing without scarring may become a tantalizing possibility. In a study published Thursday in *Science*, two researchers at Stanford University report that they have figured out the molecular signals that make scars form and found a simple way to block them — at least in mice.

Removing the stimulus for fibrosis (mechanical signaling) allows skin regeneration to occur



Clinical Trials Underway

- Favorable PIND meeting May 2021
- No healthy human study required
- Orphan Application submission 7/21
- IND filing Q4 2021
- PI Ben Levi, UTSW



Cutometer

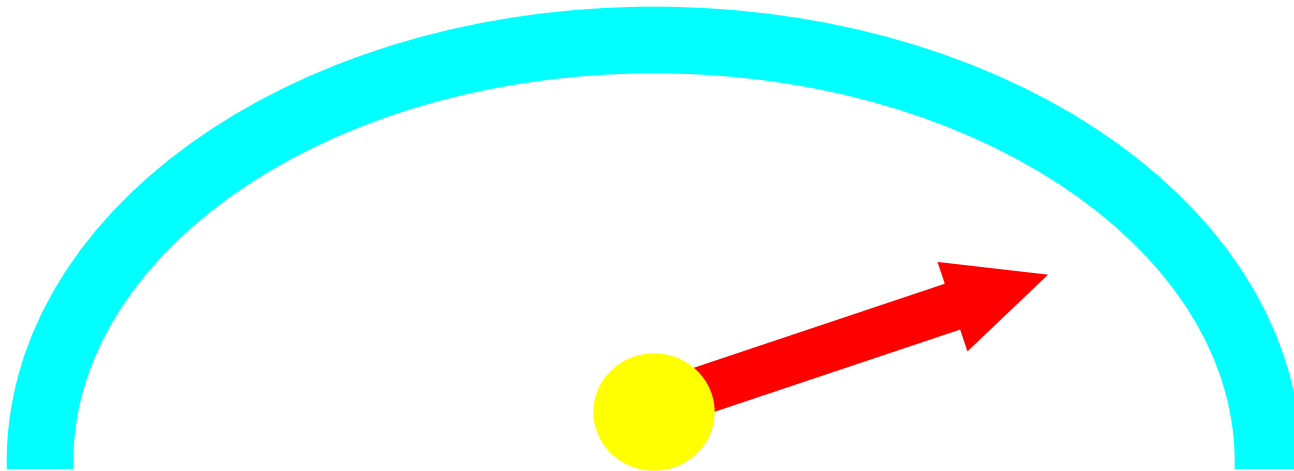


Developing Drugs for Burns and Skin Injuries

Normal Adult Wound Healing



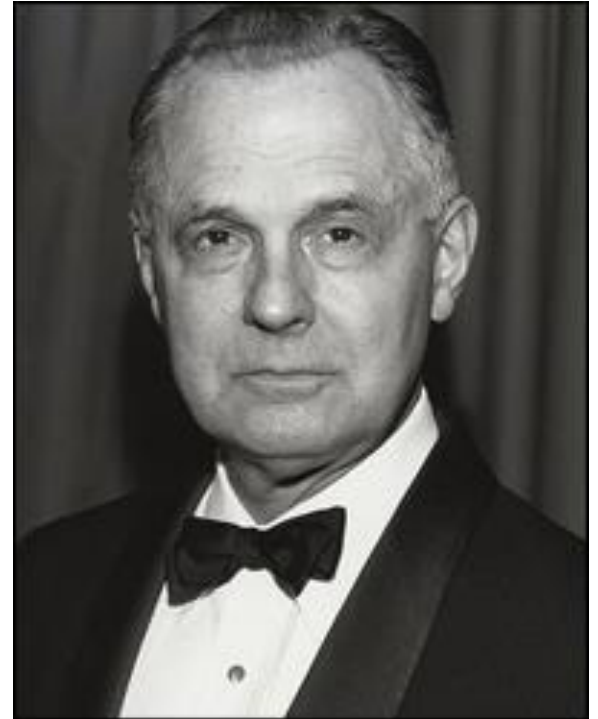
*Hypertrophic Scar
Keloids*



Chronic Wounds

Frank Cole Spencer (1925-2018)

"A patient with diabetes
heals about as well as
a hole in your pants"



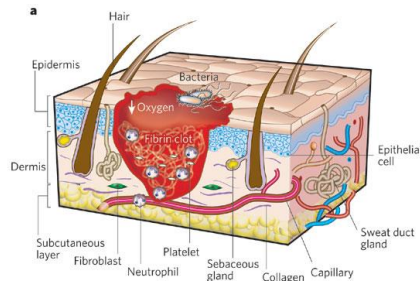
Chair of Surgery, NYU

Diabetic Wound Healing

- 20% of diabetics will develop non-healing wounds
- Medicare spends \$30,000 per uncomplicated wound and over \$130,000 per complicated wound
- Multi-billion dollar problem
- No effective therapeutics

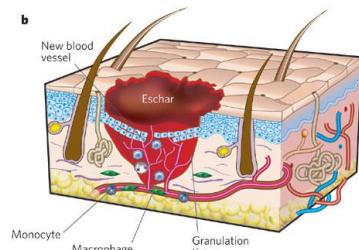


Understanding Normal and Abnormal Wound Healing



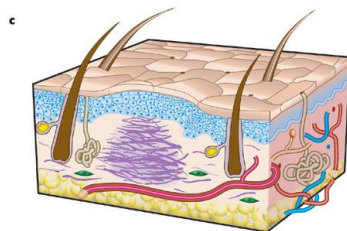
Inflammatory phase

- 0-3 days
- Neutrophils, Platelets



Proliferative phase

- 5-21 day
- Macrophages, Endothelial Cells
- Fibroblasts



Remodeling phase

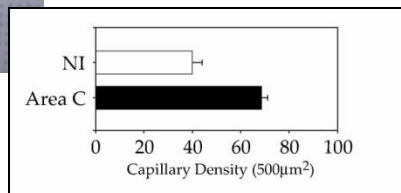
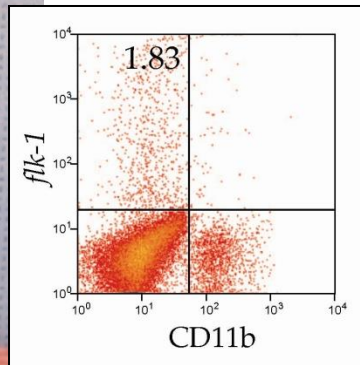
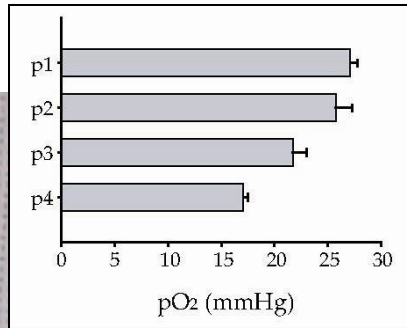
- 21 days – One year
- Fibroblasts
- ?Lymphocytes
- ?Mast Cells

Gurtner, Nature, 2008

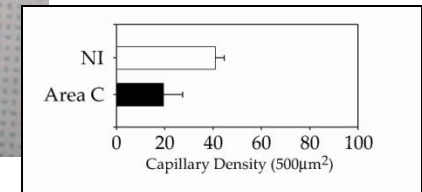
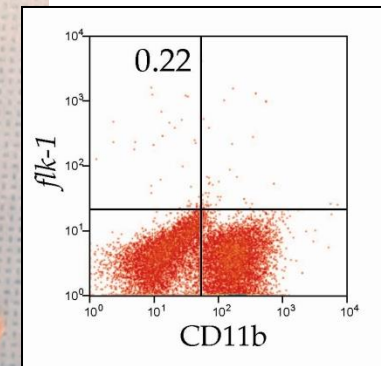
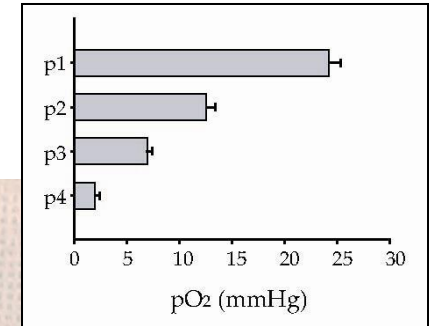
Diabetes Decreases Tissue Survival Following Ischemia



Wild type



STZ



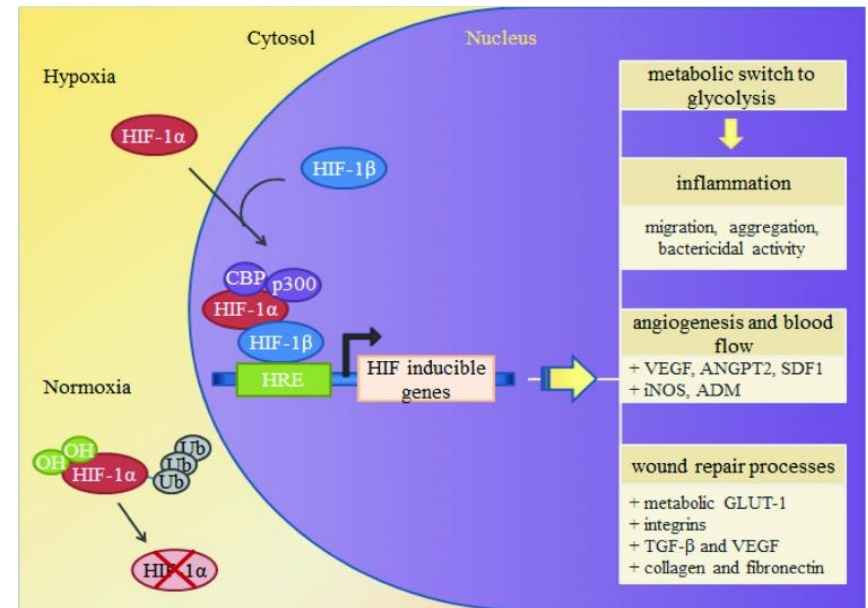
HIF-1 α is important for neovascularization and normal wound repair

LETTERS

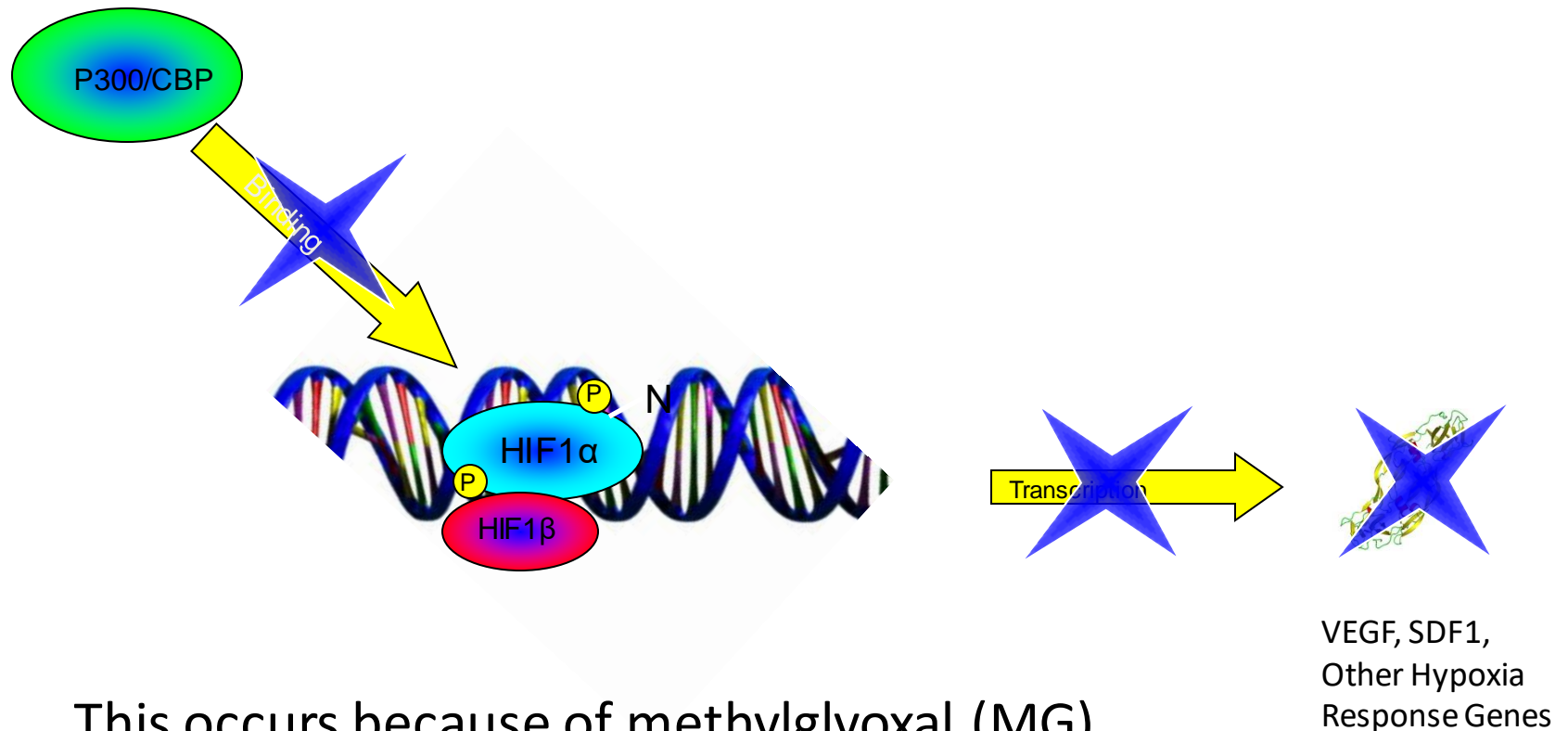
nature
medicine

Progenitor cell trafficking is regulated by hypoxic gradients through HIF-1 induction of SDF-1

Daniel J Ceradini, Anita R Kulkarni, Matthew J Callaghan, Oren M Tepper, Nicholas Bastidas, Mark E Kleinman, Jennifer M Capla, Robert D Galiano, Jamie P Levine & Geoffrey C Gurtner



Diabetes and Hyperglycemia Blocks the HIF -1 α Mediated Hypoxia Response



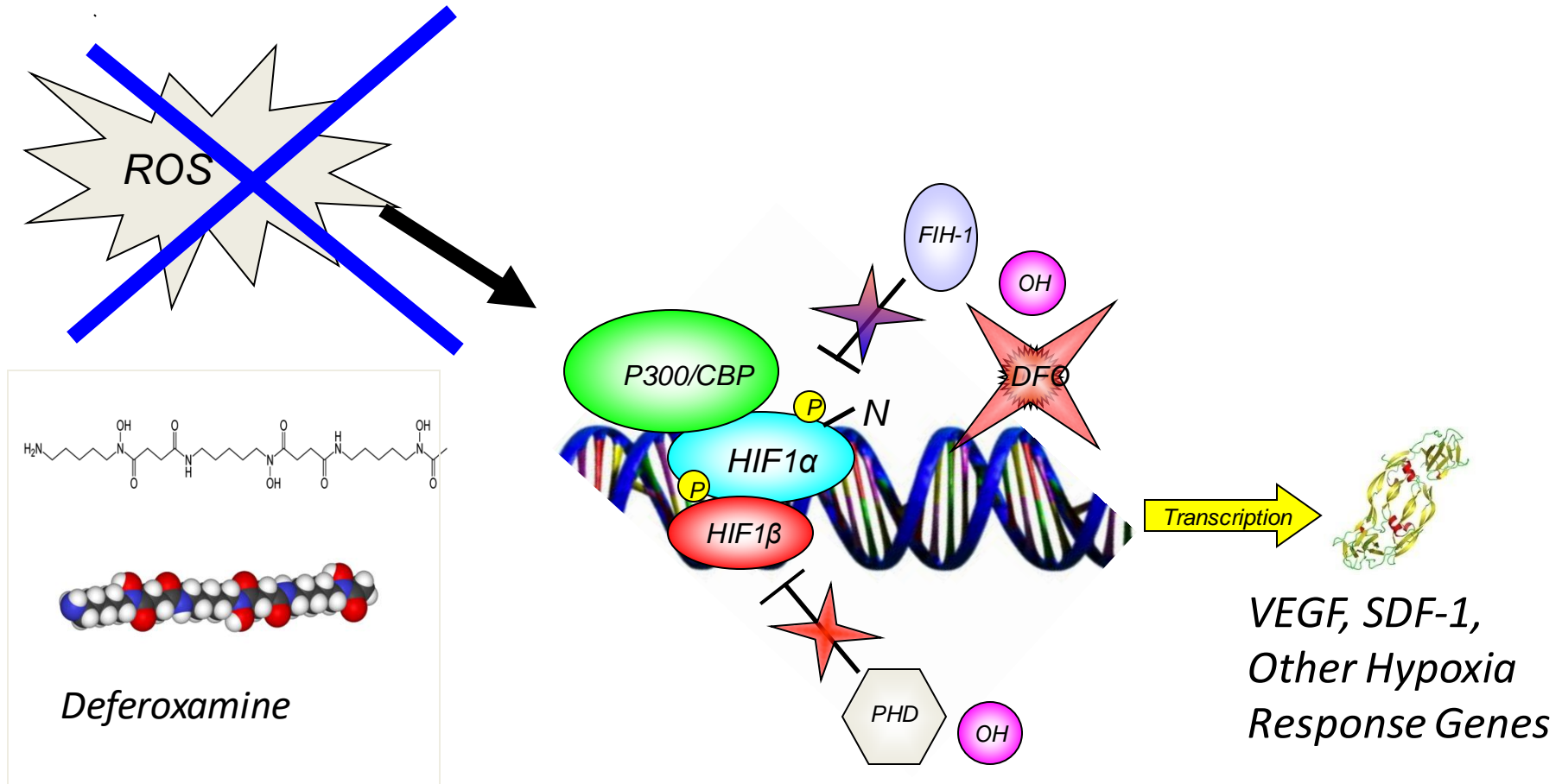
This occurs because of methylglyoxal (MG) modification of arginine 354 in p300

Thangarajah, PNAS, 2010

Searching for the Right Molecule: An Eight-Year Journey

- The key requirements for our drug search were:
 1. Stabilizes (up-regulates) HIF-1a
 2. Reduce oxidative stress
 3. Able to be delivered transdermally through intact skin (using passive/inexpensive technology)
 4. FDA approved (repurposed) or readily approvable
 5. Off-patent, or patentable (novel)
- Some of the compounds considered were:
 - MnTBAP, DMOG, Cobalt Chloride, VEGF/ANG1/ANG2, super oxide dimutase, PHD2 regulators
 - Iron chelators such as DFO (deferoxamine mesylate), deferasirox, and deferiprone

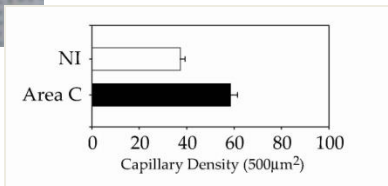
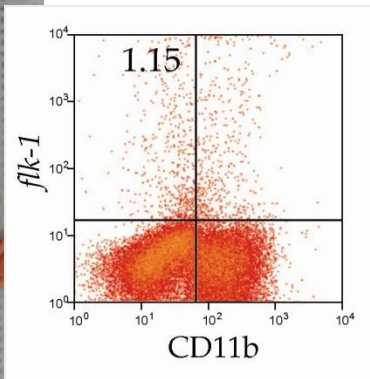
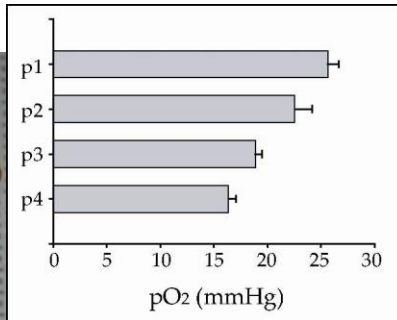
Deferoxamine Prevents Reactive Oxygen Generation and Stabilizes HIF-1a



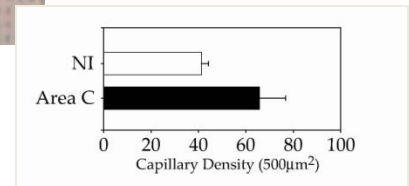
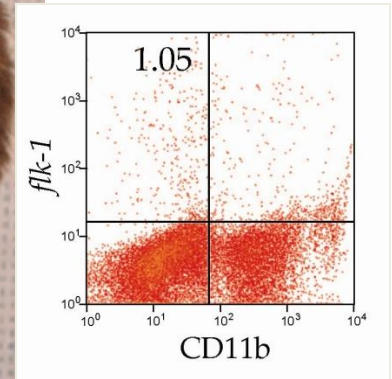
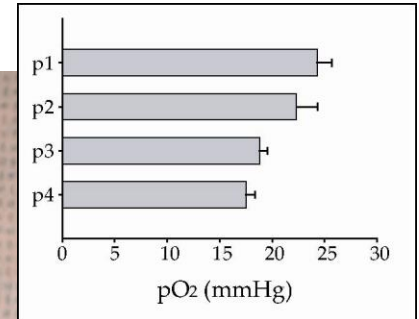
DFO Prevents Diabetic Ischemic Vascular Complications



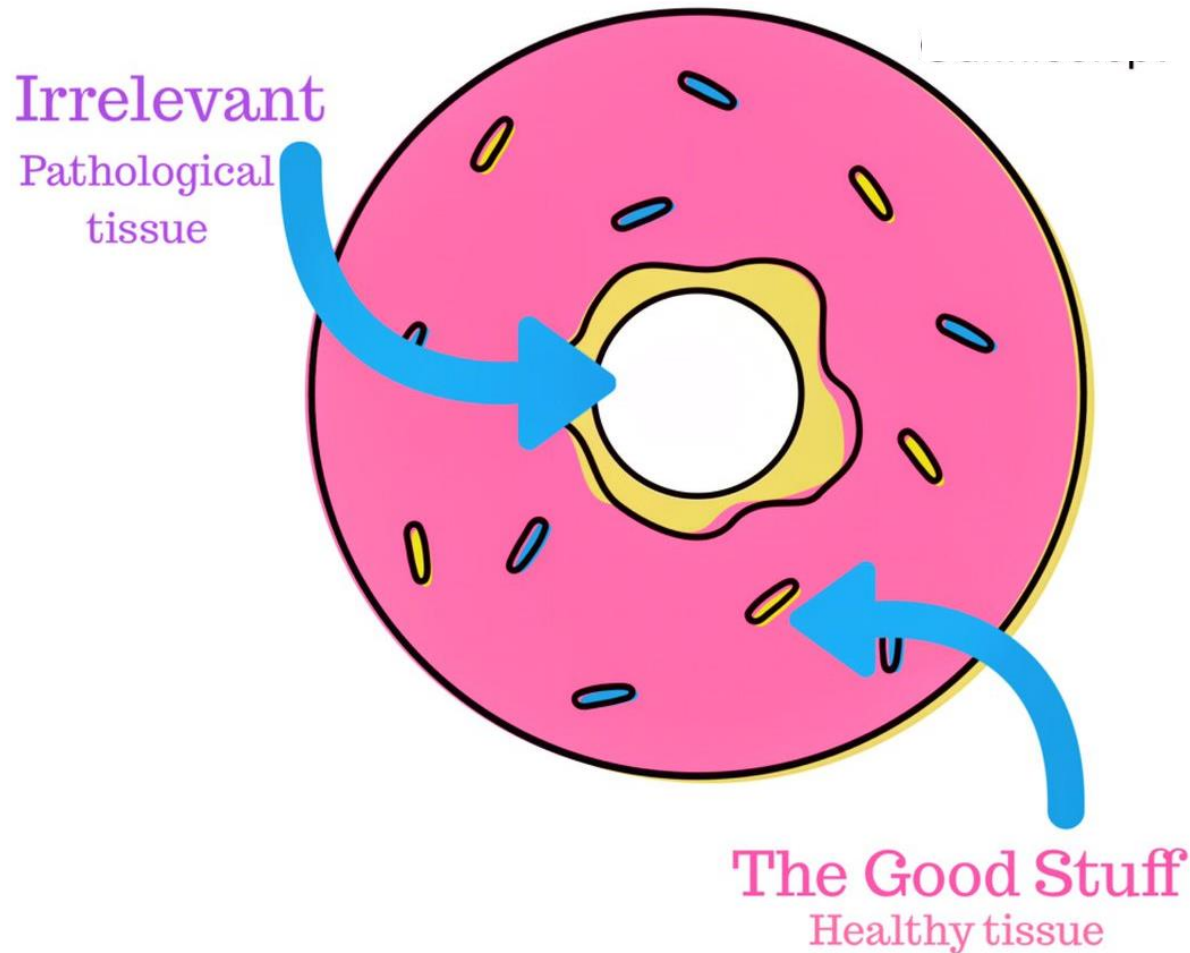
Wild Type



STZ.DFO

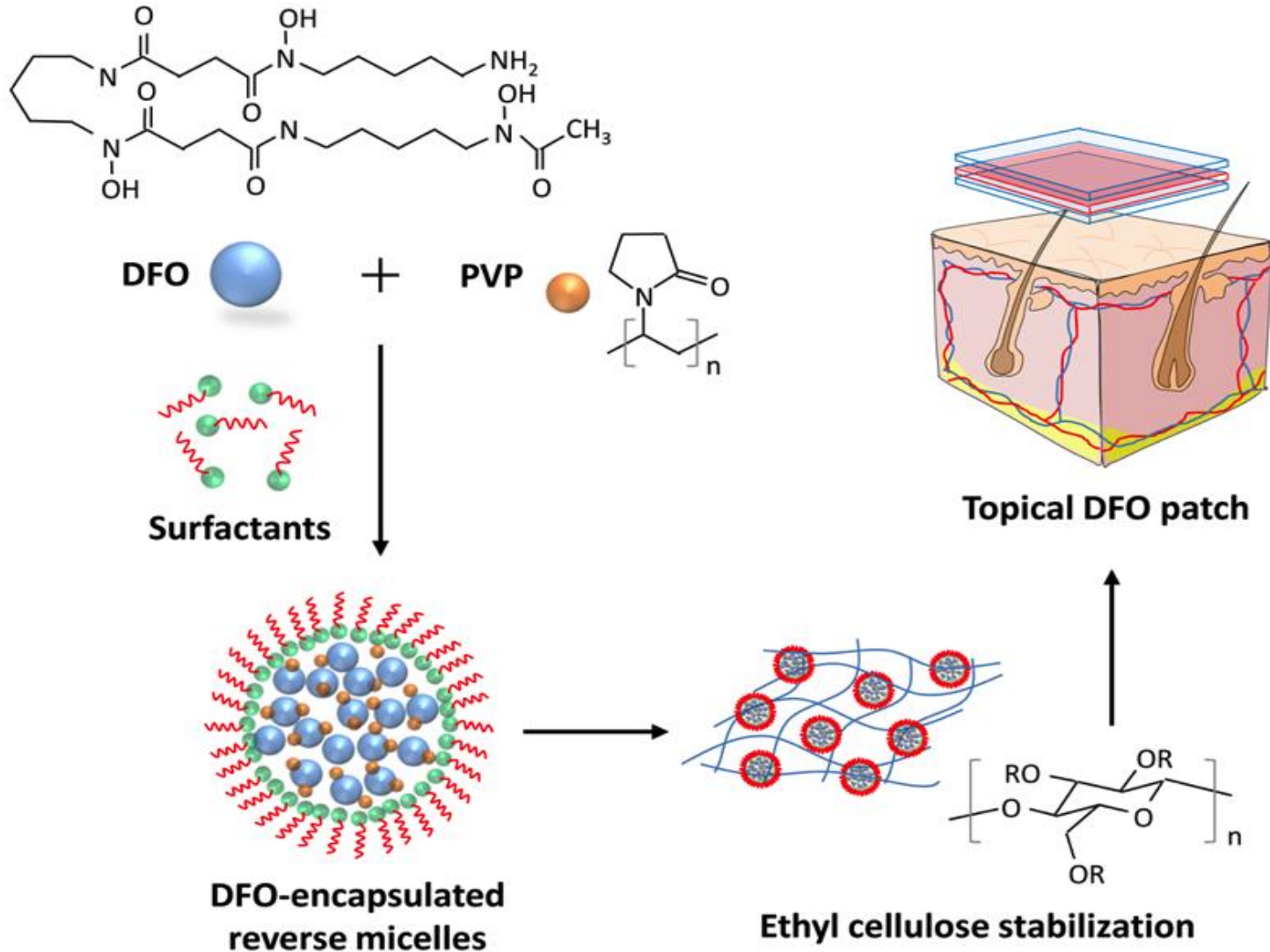


“Treat the donut, not the hole”

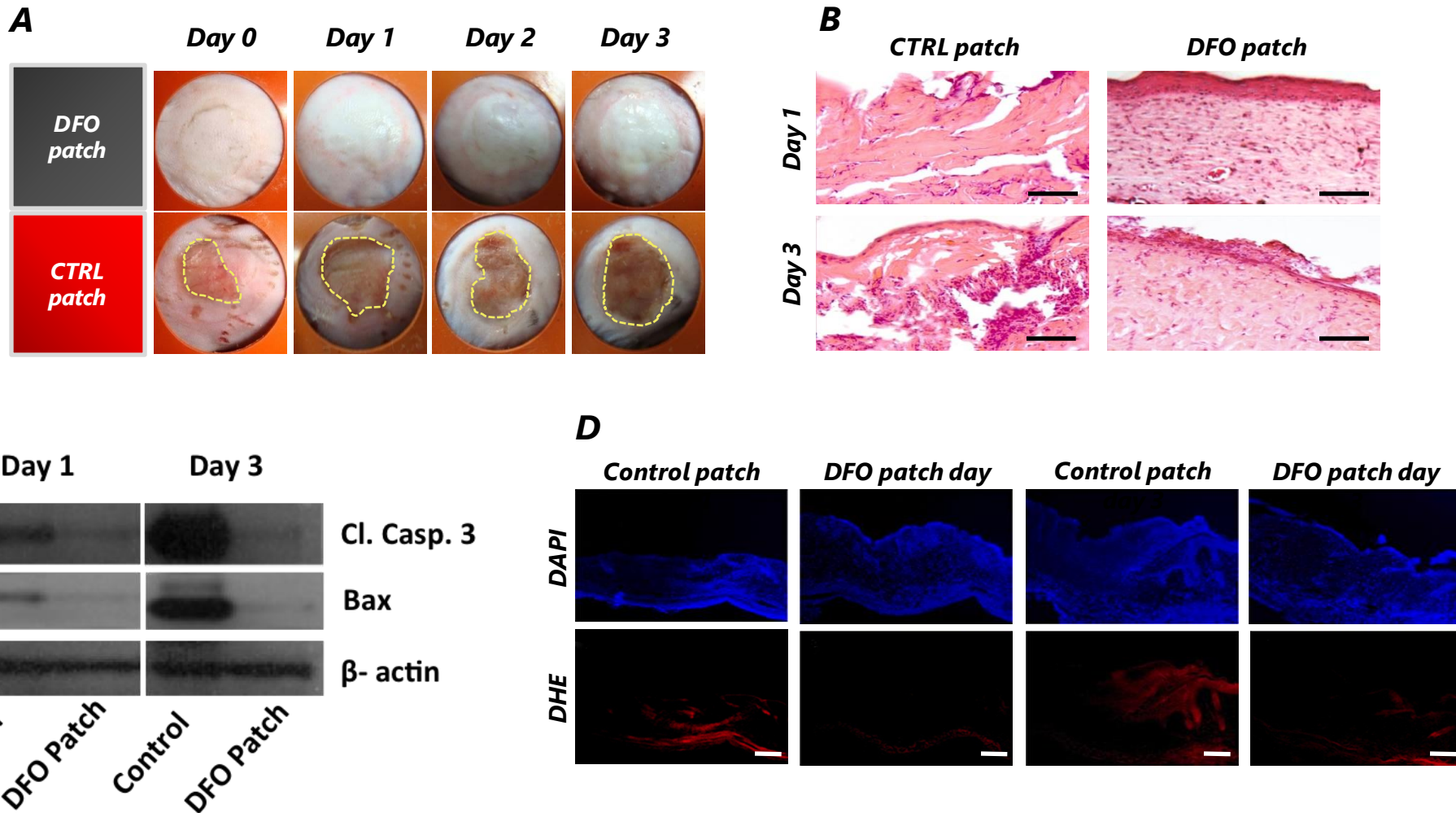


Well established concept in cardiovascular disease, orthopedics, etc

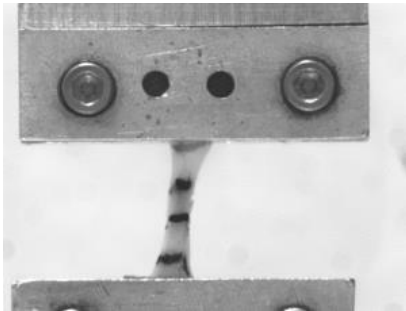
DFO Delivery System



Transdermal DFO Treatment Prevents Diabetic Ulcer Formation (Primary Prevention)

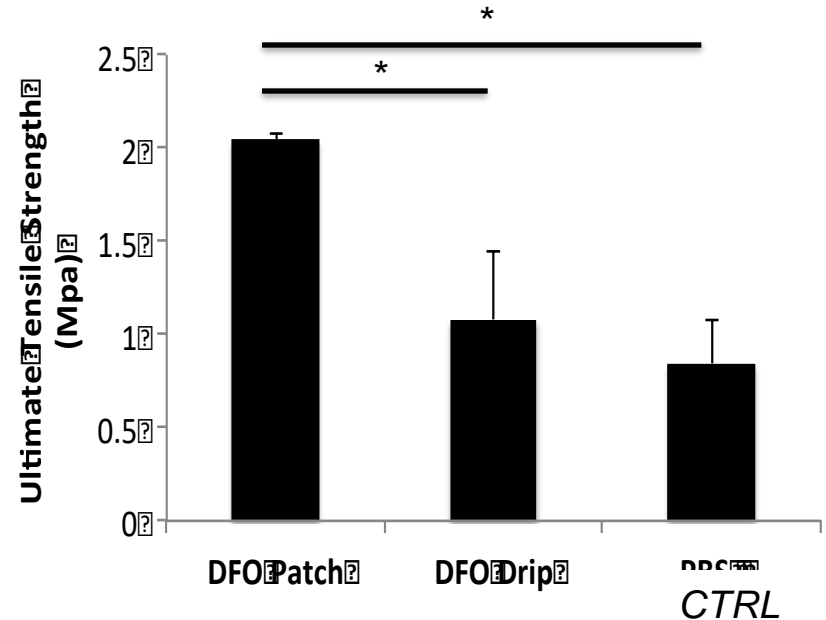
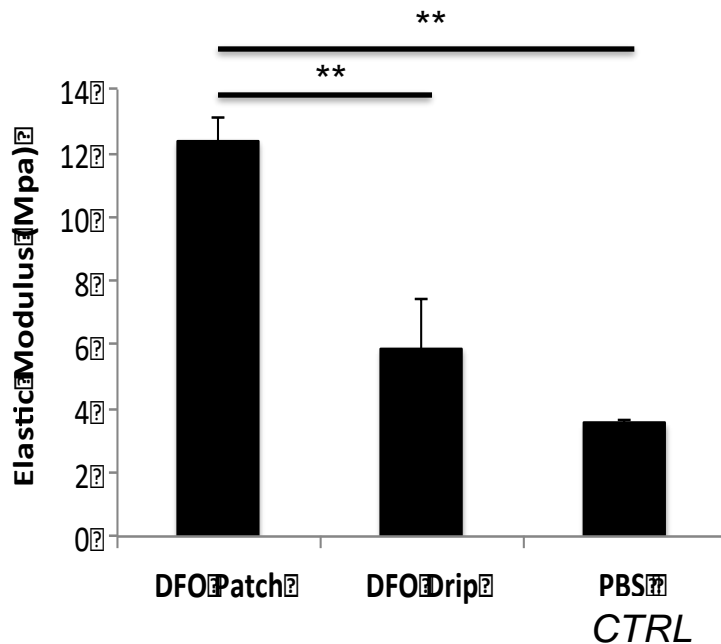
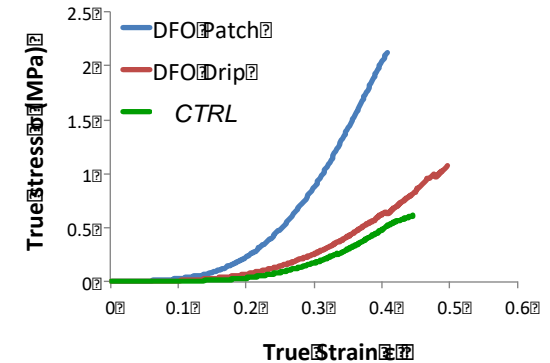
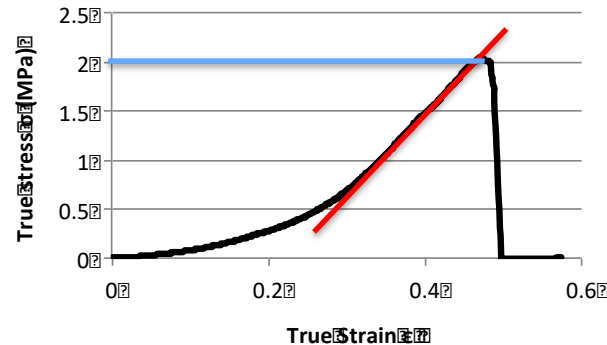


Transdermal DFO Increases Wound Strength (Secondary Prevention)



Ultimate Tensile Strength
= Maximum Stress Until Failure

Slope = Elastic Modulus

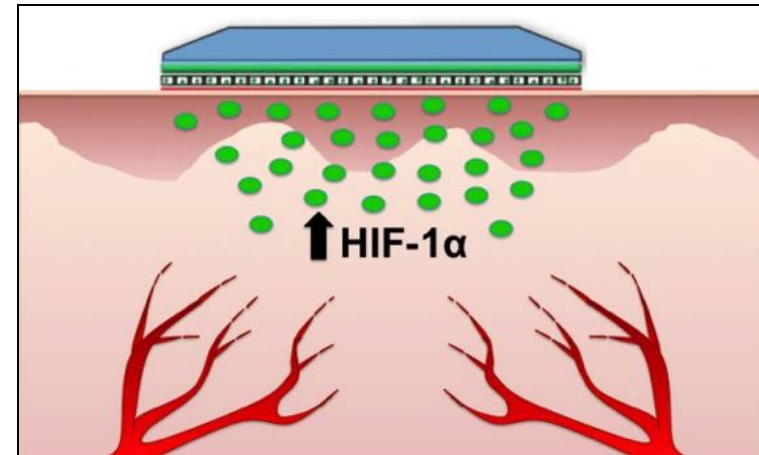
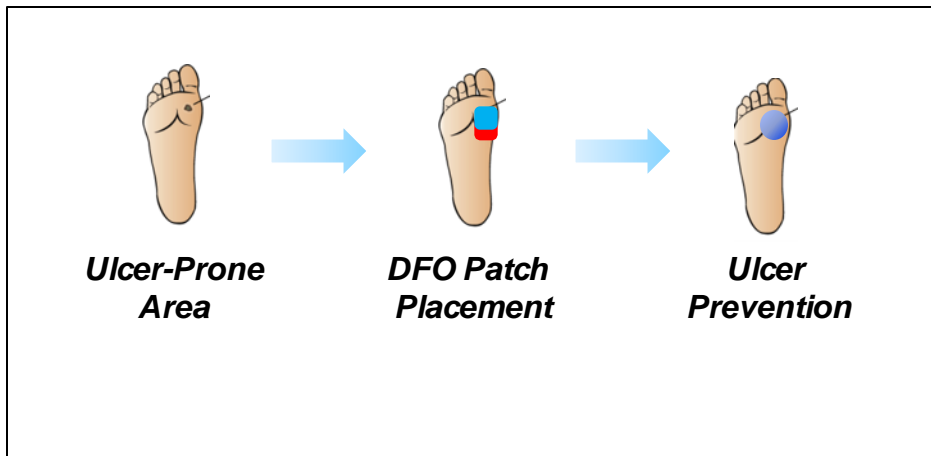


Target Product Profile:

1. DFO delivered as a transdermal to stabilize HIF-1 α locally in at risk areas to both prevent and treat chronic wounds
2. Multiple issued patents on both use (US Patent 9,737,511) and delivery system (US Patent 10,098,857)
3. First clinical indication?



(Actual Product)



However, there are significant challenges in conducting a diabetic wound trial

- Inherent “procedural” component, such as debridement
- Importance of “off loading” which is difficult to control
- Heterogenous co-morbidities
- FDA recognizes “complete wound closure” as the only primary healing outcome

innocoll

ADOCIA



DIPEXIUM
Pharmaceuticals, Inc.



MACROCURE

Would it work in another, simpler indication?

- **Orphan Drug Designation: FDA Program**

- Lowest cost, shortest time to approval
 - Smaller clinical trials, approval more safety based
- Eligible for government grants and tax credits
- 7 year marketing exclusivity
- Can set higher pricing and reimbursement

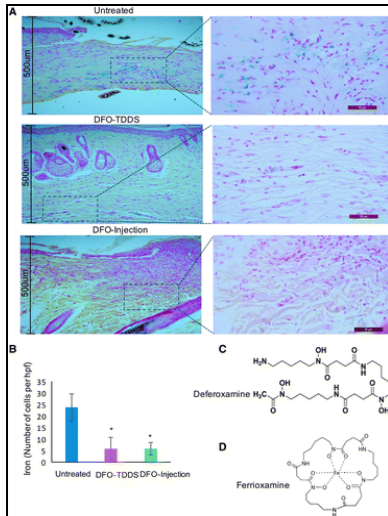
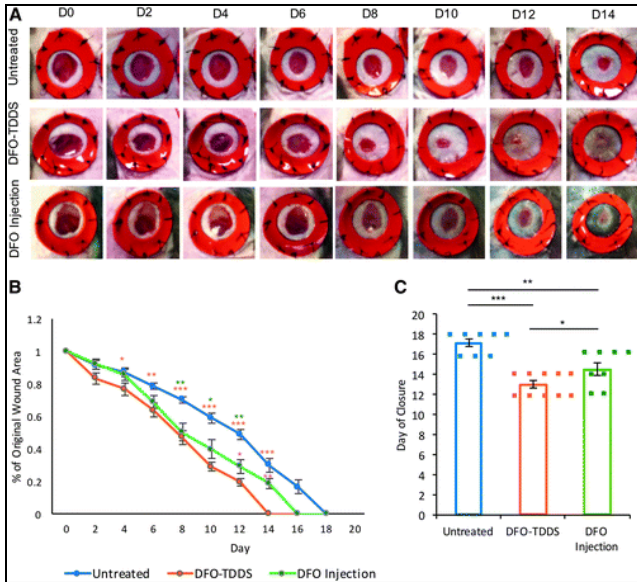


- **Sickle Cell Ulcers**

- Viewed as “incurable”
- Est 14,000 SCUs annual incidence
- 65% of SCUs covered by Medicaid and Medicare
- 20% covered by private payors
- DFO already used systemically in many patients
- Compelling MOA in this and other blood dyscrasias



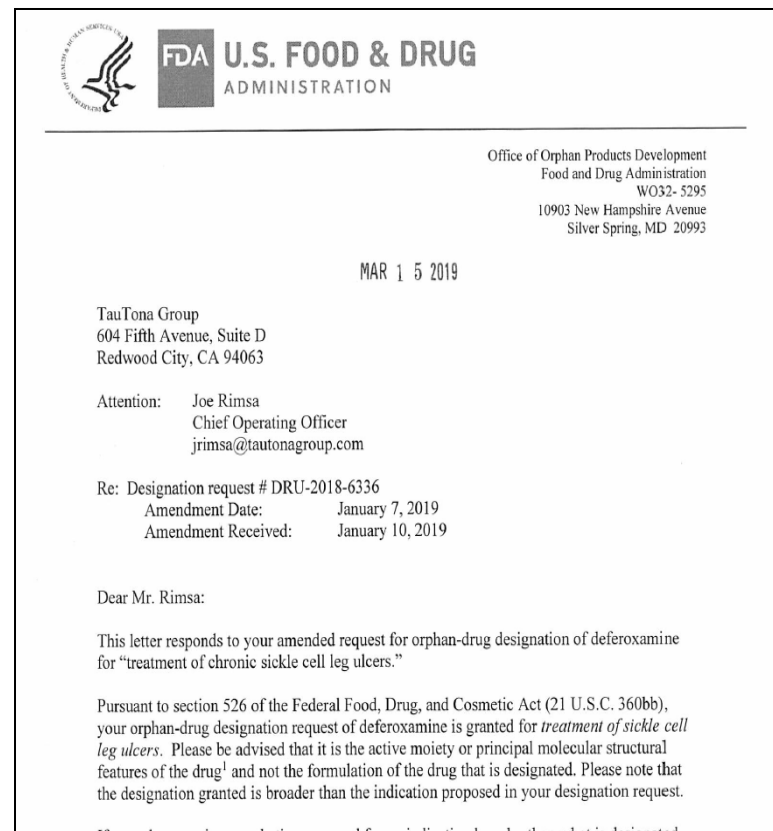
DFO Accelerates Wound Healing in Sickle Cell Ulcers



- HbSS-BERK mice carry human sickle cell transgenes and experience delayed wound healing
- DFO accelerates healing of sickle cell wounds
- DFO-treated wounds displayed lesser free iron in the wound bed and a thicker dermis following regeneration
- DFO-TDDS was particularly effective in comparison to subcutaneous injection

Pivot Development Path to Sickle Cell Ulcers

- IND opened April 2019
 - Pre-IND meeting August 2017
 - IND enabling studies lasted 18 months
 - *"Nice to see someone working on a truly unmet need"*
- Awarded Orphan Drug Designation (March 2019)
- FDA audit of Redwood City manufacturing facility, January 2020
- Clinical trial begun summer 2020
 - 48 pts, 3 sentinel pts (2 active, one placebo)
 - Double blind, placebo control, 12 week healing endpoint
 - Multi center (4 sites)
 - Secondary endpoints: Rate of healing (to 80%), Pain/QoL

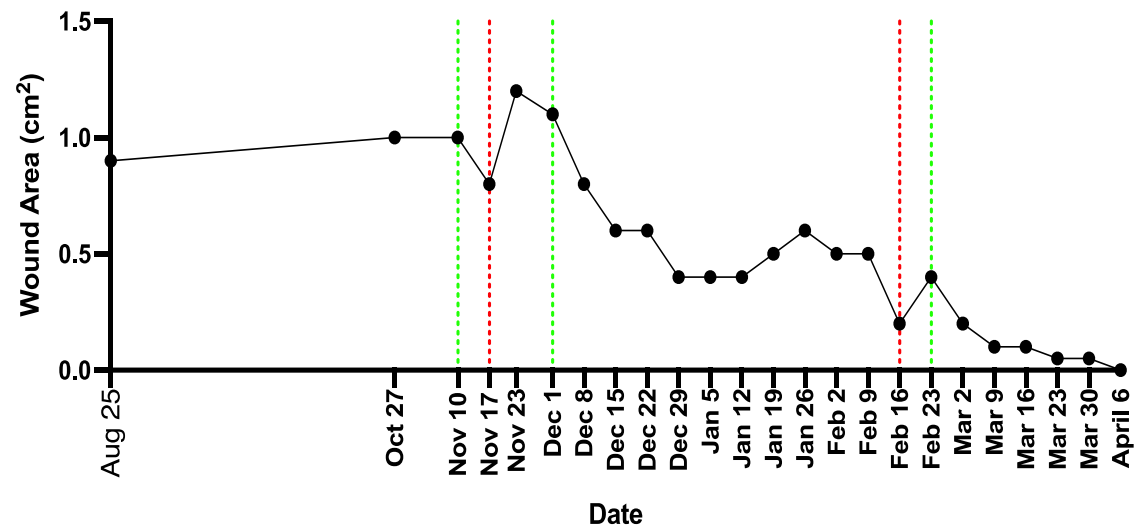


FDA Approved Expanded Access Patient

43 year-old African American woman with B-Thalassemia and non-healing ulcer for 3 years

Received NPWT, HBO amniotic membrane, Apligraf and many other “advanced therapies”

Received Theris drug on a “compassionate use” basis



8/25/21



11/10/21 (*Treatment Start*)



11/17/21 (*Treatment Stop*)



11/23/21



12/1/21 (*Treatment Start*)



12/22/21



03/23/22



04/6/22

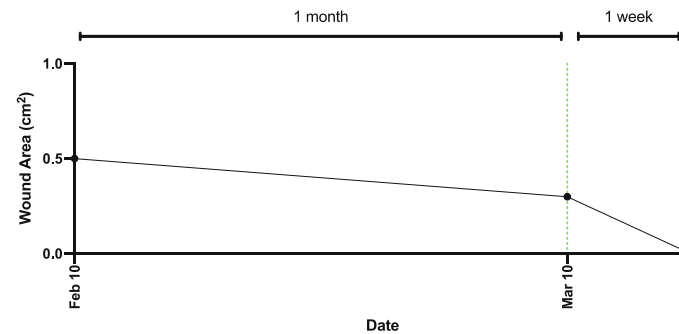


“I lost my hope before I started this, because nothing was helping anymore. I thought I would give this patch a try...and it worked, thankfully!”

FDA Expanded Access: Chronic Radiation Wound

71-year-old female with inflammatory breast carcinoma who had a 7 month non-healing radiation wound after mastectomy, breast reconstruction, and radiation therapy (5000 cGy).

Wound healed after 3 weeks of treatment with a Deferoxamine Intradermal Delivery Patch.



1 month pre-treatment



Treatment Start

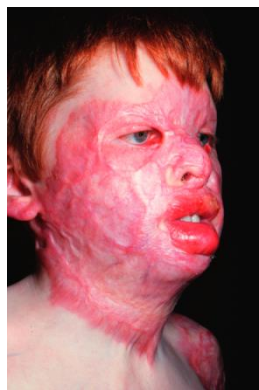


1 week post-treatment



Bringing Small Molecule Therapeutics to Skin Injury

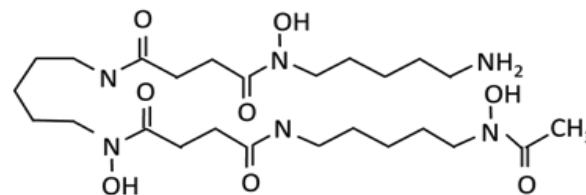
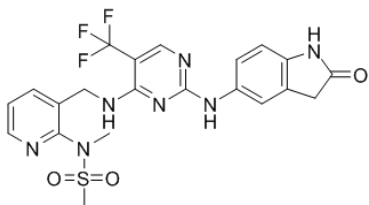
Normal Adult Wound Healing



*Hypertrophic Scar
Keloids*



Chronic Wounds





Questions?

gurtner@surgery.arizona.edu



Banner
University Medicine



THE UNIVERSITY OF ARIZONA
COLLEGE OF MEDICINE TUCSON

Surgery