# HEALTHCARE INVESTOR BRUNCH JANUARY 12, 2025 10:30AM - 1:30PM PST SAN FRANCISCO, CA

Hosts

Big CIdea CONNECTpreneur







#### Sunday, January 12, 2025

#### 10:30 - 11:30 am - REGISTRATION / NETWORKING

#### 11:30 - 11:45 am - WELCOME REMARKS

JP Morgan Chase & Co. and Opus8/CONNECTpreneur

#### 11:45 - 1:30 pm - NETWORKING

#### Speakers



#### TIEN WONG, CEO, OPUS8, INC.

Tien is Founder and Host of the Big Idea CONNECTpreneur Community, a global community of 30,000+ investors, entrepreneurs, business leaders and service professionals. He is CEO of Opus8, an investment and advisory firm which helps tech companies and investment fund managers raise capital. He is also Chairman of Lumious, a leading Ed Tech Company. Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition by ACS/Xerox. CyberRep was one of the largest CRM companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business generates \$3+ billion in revenue as divisions of Xerox, Conduent, and Continuum. He serves on the boards of The Washington Institute for Business, Government & Society; Frederick Innovative Technology Center, Inc. (FITCI); Junior Achievement; Association for Enterprise Growth; and Austin Venture Association. He was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which manages \$84 million in venture capital.



#### MICHAEL SCHWARTZ, VICE PRESIDENT, RELATIONSHIP MANAGER AT JP MORGAN

Michael Schwartz has over 10 years of private banking experience, delivering comprehensive financial advice and services for individuals and business with a focus on Startups and Founders, Venture Capital & Real Estate Investing.

Michael received his Master at George Washington University, is fluent in three languages & liens on his multicultural background to provide unique guidance for his clients.

## Partners

#### J.P. MORGAN CHASE

## J.P.Morgan

Big **PIdea** 

J.P. Morgan is a leader in investment banking, commercial banking, financial transaction processing and asset management. We serve millions of customers, predominantly in the U.S., and many of the world's most prominent corporate, institutional and government clients globally. Through continued investments, business initiatives and philanthropic commitments, we aim to help our employees, customers, clients and communities grow and thrive.

#### CONNECTPRENEUR

Founded in 2012, the Big Idea CONNECTpreneur Forum is a global community of over 25,000 CEOs, Entrepreneurs, VCs and angels, CXOs and other business leaders. CONNECTpreneur RocketPitch is the World's Largest monthly investor pitch event, mashing up 600 - 800+ top founders, investors and business leaders featuring awesome networking, newsmaking speakers, and a "Rocket Pitch" showcase of exciting early stage companies. These unique events are like none other due to the high quality of our attendees and participants, as well as our programming and unprecedented networking, which maximizes the experience for all of our attendees and sponsors.The CONNECTpreneur team also provides capital raising, mentorship and support to hundreds of entrepreneurs as well as investors and VC funds around the world.



#### **OPUS8**

Opus8 is a private investment firm. We invest in well-run companies in life sciences and techenabled services, and also provide high-level fundraising, strategy and business advisory services to clients on a select basis. In addition, Opus8 seeks to acquire well-run companies servicing the healthcare and life sciences industries in BPO, CRM, contact center, and marketing services.

## **Exhibitors**



BIOLOGICS

#### 20/20 GENE SYSTEMS

20/20 GeneSystems, Inc. is a clinical laboratory test developer focused on AI-powered blood tests for the early detection and prevention of cancers and chronic diseases. We are currently the #2 market leader in the U.S. for multi-cancer early detection (MCED) blood tests. Our flagship product, OneTest<sup>™</sup> for Multiple Cancers, is seeing rapid adoption in the MCED marketplace with ten consecutive quarters of accelerated sales growth.



Alphyn's first drug candidate for atopic dermatitis (also known as AD and as eczema), Zabalafin Hydrogel, is the forefront of an evolution to treat directly all the problems of AD, treating directly the bacterial cause and exacerbation of AD, along with directly treating itch, inflammation, and infected AD skin that make AD so difficult to manage. In Phase 2a clinical trials Zabalafin Hydrogel demonstrated better results and excellent patient tolerability compared to other drugs suggesting it may be the first AD drug that is worry free for long term and continuous use. And reported in a recently published dermatology paper authored by dermatologist key opinion leaders, Zabalafin Hydrogel may become the drug of choice to treat AD. With its first-in-class Zabalafin Multi-Target Therapeutics<sup>™</sup> Drug Platform, Zabalafin's unique multiple bioactive compounds and resulting multi-target benefits are providing Alphyn a deep and rich pipeline of additional new drug products for severe and prevalent skin diseases. Alphyn has the opportunity for a near-term investor liquidity event in the next 18 to 24 months with directly market-comparable liquidity event transactions that support a 17x to 25 x return to new investments.



#### **ASTRO HEALTH**

Astro Health is building Astro X - A highly intelligent AI digital health B2B SaaS system with multi-modal data sources utilizing LLMs for real-time mental health, substance use monitoring, real-time personalized evidence-based interventions and increasing work productivity. The US market size for this AI system is >\$1 Trillion which makes it an exciting investment opportunity. Astro Health has an AI research and Deployment partnership with AI Titans University of Southern California's Information Sciences Institute(pioneers of NLP, birthplace of internet, first quantum computing system in academia).



#### **AQUILLIUS**

Aquillius Ventures is a women-owned, minority-owned, firm that supports entrepreneurs that are commercialzing cutting-edge technologies to improve the health of people and the health of the planet. Our investment strategy is driven by a commitment to equity, with a focus on supporting overlooked technologies and founders, specifically women-led startups. Our core principle centers on prioritizing investments that generate both financial gains and contribute meaningfully to tackling societal challenges, notably in sectors like women's health, children's health, and elderly health. We intend to allocate up to 60% of our investments toward startups tackling these problems.

#### connectpreneur.org

## **Exhibitors**

Our leadership is spearheaded by two General Partners, Leah Villegas and MyPhuong Le, who are both accomplished scientists, serial entrepreneurs, and seasoned investors. Both hold PhDs in Pharmaceutical Sciences from the University of Florida and bring over two decades of experience in early-stage R&D and therapeutic and device development from prestigious institutions, including the University of Colorado, the University of Washington, Mayo Clinic, and Microtek – a leading medical device manufacturing company. Together, we bring unparalleled scientific rigor, operational expertise, and industry insights to drive transformative innovation.

#### EVERIX EVERIX OPTICAL FILTERS

Everix enables mass deployment of compact personal health and technology devices with features that were not affordable in the past. We turn inexpensive polymer into a nanomaterial (optical filter) that is worth 20x the value of GOLD by weight. We make it 10x-100x more cost efficient, 70x more energy efficient, and 20x more compact than our competition. With 37 patents and a full manufacturing operation, we are serving top-tier Fortune 50 customers in markets such as medical devices, consumer electronics or industrial sensing.

#### I-LUMEN SCIENTIFIC. I-LUMEN SCIENTIFIC

i-Lumen Scientific has pioneered vision restoration in those with Dry Age-related Macular Degeneration, a disease that affects 1 in 4 people, and is the leading cause of blindness in those over age 60. The i-Lumen AMD system is a non-invasive, office-based therapeutic that delivers low level electrical pulses to improve cellular function within the Retina. i-Lumen has demonstrated unprecedented clinical results with 50% of patients having improved vision of 10+ letters on the ETDRS eye chart within 90-days of treatment. The i-Lumen system is backed by clinical success following its US-based, i-SIGHT Study. In 2025, i-Lumen will start its i-SIGHT2 Pivotal Study, and is well-positioned for US market clearance as a Class II device via De Novo. The Company's retinal and macular disease advisors include Dr. Sophie Bakri, Chair of Ophthalmology at the Mayo Clinic, Prof. Tim Jackson, Head of Retinal Research at King's College UK, and Dr. Jason Slackter, Vitreous Retina Macula Consultants of New York. i-Lumen's leading investors include Bios Partners, MedFocus, and Alafi Capital, and strategic investor, Santen Ventures (venture arm of Santen Pharmaceuticals).

## Exhibitors

#### **NEUROEM THERAPEUTICS**



The Alzheimer's Treatment Device NeuroEM is commercializing, is a groundbreaking wearable technology that will revolutionize brain health and the treatment of cognitive decline. This first-of-its-kind device offers a safe, effective, and non-invasive approach to treating neurodegenerative diseases, including Alzheimer's disease, and protecting brain health throughout the aging process. The NeuroEM Team envisions a world with hope for millions affected by cognitive decline— from patients battling neurodegenerative diseases like Alzheimer's to people striving to safeguard their cognitive health against the rigors of daily life and the natural aging process. Our mission is to harness the results of a decade of independently validated clinical research demonstrating the power of our technology, TEMT-RF, to stop and even reverse cognitive deterioration. NeuroEM addresses the Alzheimer's market and the brain health market, which totaled \$210.65B in 2022 and is expected to surpass \$455.2B by 2032. The US market for consumer brain health devices alone will reach \$15B in the next five years. The company is raising a \$5M Series Seed/A round.



20/20 GeneSystems, Inc. 15810 Gaither Dr., Suite 235 Gaithersburg, MD 20877

<u>www.2020gene.com</u> <u>www.OneTestforCancer.com</u>

#### Key Strengths:

- Our approach is substantially more affordable, accessible, and accurate for early-stage cancer detection than the leading DNA based MCED on the market.
- 2023 Inc.5000 Fastest Growing Company in Maryland.
- Strong patent position covering screening w/ machine learning + tumor antigens.
- Utilizes FDA approved instruments and kits.
- Pilot w/ leading supermarkets.
- Sophisticated Shareholder Base: Including DigitalDx, Fujifilm (via acquisition), PingAn Ventures, Morgan Stanley (via Acquisition), Brevet Capital, Keiretsu Capital, and leading Family Offices.
- Board and management team have many successful exits.
- IPO ready w/ PCAOB audits and other compliance in place; engagement with reputable investment bankers
- Periodic acquisition inquiries from Fortune 500 industry leaders.
- Growing revenues permit royalty-based financing models w/ guaranteed ROI.

Contact: investors@2020gene.com (240) 453.6339 ext. 102

#### **Executive Summary**

20/20 GeneSystems, Inc. is a clinical laboratory test developer focused on AI-powered blood tests for the early detection and prevention of cancers and chronic diseases. We are currently the #2 market leader in the U.S. for multi-cancer early detection (MCED) blood tests. Our flagship product, <u>OneTest<sup>™</sup> for Multiple Cancers</u>, is seeing rapid adoption in the MCED marketplace with **ten consecutive quarters of accelerated sales** growth.

**The Problem:** Screening is not widely available or utilized for most of the leading cancer killers, such as those of the lungs, pancreas, ovaries, and liver. To address this void, MCEDs are now available and generating significant enthusiasm among many medical authorities, policymakers, employers, and consumers. Up until now, these tests have been expensive, hard to access, and miss most cancers at their earlier stages when they can often be effectively treated.

Our Solution & Advantages: OneTest<sup>™</sup> is the first and only MCED on the market that (i) is available for under \$200, (ii) can be accessed at home without painful needles, and (iii) has been demonstrated in studies conducted in 2024 by the U.S. National Cancer Institute to correctly identify significant numbers of otherwise deadly **cancers at an early stage**. These cancers include those of the lung, pancreas, and ovaries, which, when detected at an earlier stage, give the best chance of survival. (Supporting data available upon request.)

The MCED Market is Projected to be +\$28 by 2030: In the U.S. alone, the market for MCEDs is expected to exceed several billion dollars per year by the end of this decade following anticipated coverage by Medicare starting in 2028.

#### Our Progress:

- #2 MCED Player, revenue doubling every 6 months with 10 consecutive quarters of increasing sales growth
- Over 18,000 tests sold from 2022-2024 to date
- Line-of-sight to profitability
- Growing adoption among employers and consumers
- Additional revenues already coming from SaaS license agreements w/ clinical testing laboratories in Taiwan and Japan

<u>New Product</u>: Al-powered **OneTest for Longevity** will track biomarkers of chronic inflammation associated with 8 of 10 leading causes of death and offer specific diet and exercise changes proven to lower biomarker levels and related disease risk.



Breakthrough Drug of Choice for Atopic Dermatitis (Eczema)

#### MANAGEMENT TEAM

- Neal Koller Chairman & CEO President & CEO, Board of Directors, life science businesses, **last exit at 16x**; Sr. Exec. Wyeth
- Steven Pentelnik President P&G Exec. managed **\$1B early tech portfolio**, global manager \$750M Beauty Care Products
- Gary Pekoe, PhD Chief Scientific Officer Director for several multinational pharma companies, led development & approval of 1<sup>st</sup> & market leading topical antibiotic **Bactroban**<sup>®</sup>, lead clinical trial protocol writer for **Keytruda**<sup>®</sup>, 20 years clinical and regulatory adviser to pharma
- Jazmyne Mink Regulatory Affairs Manager 8 years' experience with Alphyn's AB-101

#### **OPERATIONAL PARTNERS**

Eagle Analytic - Analytics Lab Emery Pharma - Chemistry & Microbiology Lab World Class Ethnobotanist World Class Botanical Chemistry & Analytics Lab DDL - Formulation and Manufacture PCCA - Formulation and Manufacture Multiple Geo-local Agri Partners TagOne - Supply Chain Management Accelagen - Regulatory and Clinical Trials (AUS) Symbio - Regulatory and Clinical Trials (US, EU) DLA Piper - IP and Legal Worldwide EisnerAmper - Finance and Tax (US) Artus GmbH - Finance and Tax (Australia)

#### SCIENCE ADVISORS

12 Global KOL Dermatologists

Dennis P. West, PhD

Prof Emer, Derm, Feinberg Sch of Med, Northwestern Univ

Peter Coderre FDA IND & NDA Microbiology Reviewer (retired) Scientific Advisory Board, CARB-X (BARDA, NIAID, NIH) Antimicrobial Regulatory Consulting LLC

Patric Lundberg, PhD Past Associate Prof, Microbiology/Molecular Cell Biology Eastern Virginia Medical School

Shekhar Mitra, PhD Sr VP, Global Innovation, Procter & Gamble (retired) President, InnoPreneur, LLC

#### **FUNDING TO DATE**

Founders	\$870 K (not capitalized)
Seed	\$ 1.1 M (Convertible Note)
Pre-equity	\$ 2.5 M (Convertible Note)
Series A	\$ 5.5 M (Series A)
Non-dilutive	\$ 2.1 M

#### **CURRENT SERIES B FINANCING**

Series B \$18.0 M; **\$8 M raised** 2 liquidity event milestones funded Lead Investor in place, diligence available

#### SERIES B's 4 EXIT LEVEL MILESTONES

**FUNDED** - Complete Phase 2b AD Trial in AUS **FUNDED** – Increase to \$2.7B drug raw material asset Complete Phase 2b AD Trial in US & EU Complete 2<sup>nd</sup> drug Phase 2 Trial

#### **COMPANY OVERVIEW**

Alphyn is using its zabalafin (AB-101) drug platform to develop immuno-inflammatory topical therapeutics with fewer side effects, greater patient tolerability and that are more effective, initially for Atopic Dermatitis (AD), followed for Epidermolysis Bullosa (EB). Zabalafin is a new class of drugs named Multi-Target Therapeutics<sup>™</sup> providing unique multiple mechanisms of action from multiple bioactive compounds for multiple ways to treat an individual disease, to be more effective, and multiple diseases to treat. Alphyn's 1<sup>st</sup> drug candidate, topical zabalafin hydrogel, completed 2 Phase 2a clinical trials in AD, a huge AD commercial opportunity. <u>Clinical results better than competitive drugs</u> point to "drug of choice" for this vast \$118 Billion market <sup>5</sup> with reported 800 million patient population<sup>1</sup>. Alphyn submitted the Investigational New Drug (IND) application to FDA requesting start of the Phase 2 clinical trials for AD in the U.S., projected to start January 2025. The Company has <u>US patent protection to 2042</u> with global applications in process. <u>Powerful new published paper</u> by <u>KOL dermatologist influencers support zabalafin as drug of choice for AD</u>

#### THE PROBLEMS IN TREATING AD

- 60.5% of adults report severe itch, 55 % report inadequate disease control<sup>2</sup>
- 67% of children and 33% of adults report poor quality of life <sup>2</sup>
- 8.3-year life reduction with hospitalizations primarily due to AD bacteria-associated problems<sup>3</sup>

#### TWO SUCCESSFUL PHASE 2a CLINCIAL TRIALS: ZABALAFIN ADVANTAGES

- Most important itch superior to competition
- Only AD drug to directly treat itch and the critical Bacteria Component of AD
- 90% of patients report significant improvement in Quality of Life
- 35% better reduction in inflammation versus dominate market leader (IGA)
- Side effect reduction and patient tolerability superior to competition
- Strong safety data resulted in: Waiver of Phase 1 clinical trial; Phase 2 clinical trials start age 2
- Clinical results point to 'Drug of Choice' for AD





#### **MULTIPLE MARKET PROTECTION STRATEGIES**

- US patent protection to 2042: US & Global Filings, Composition of Matter, Methods of Use
- Regulatory exclusivity possible: 10 years USA, 8 years Europe & Japan
- No FDA generic drug competition possibility

Acquired / Licensed

Kyowa Kirin (by Amgen)

Proteologix (by J&J)

Kymab (by Sanofi)

• Estimated 15 year robust drug raw material supply protection: Quantity, Contracts, Regulatory

#### VAST AND GROWING AD MARKET

Drug (Company)	<u>Time on Market</u>	Annualized Sales <sup>4</sup>	Estimated Patient # 5
Dupixent <sup>®</sup> (Sanofi)	4 years	\$7 Billion	~ 270,000
Opzelura <sup>®</sup> (Incyte)	2 years	\$556 Million	~ 151,400

#### AD STRONG COMPARABLE EXIT DEALS

<u>When</u>	Exit: Cash plus Milestones	Exit Stage
May '24	\$850 Million + Milestones	Pre-clinical
Jun '21	\$1.25 Billion	Phase 2 clinical trial
Jan '21	\$1.45 Billion	Phase 2 clinical trial

Alphyn Biologics – Breakthrough Therapies for Skin Diseases ™

Sastro health

ASTRO X – A Highly Intelligent AI Digital Health Platform for real-time Mental Health monitoring, Stress Support and enhancing Workplace Productivity via Multi-modal data sources utilizing Large Language Models (LLMs)

- Improving outcomes, generating cost-savings and increasing productivity

According to the National Institute for Occupational Safety and Health (NIOSH), between 26% to 40% of the workers in the US report extreme work-related stress<sup>1</sup> while ~85% of the employees report experiencing some amount of Stress.<sup>2</sup> Workplace Stress costs US employers \$300 billion dollars/yr due to high turn-over rate, absenteeism and increased healthcare costs in employees with Stress. Stress is known precursor for depression, anxiety, alcohol misuse and substance use disorder.

#### Solution: Astro X – A Highly Intelligent AI Digital Health Platform

- Multi-modal data (social, environmental, work, physiological biomarkers (sleep, physical activity, heart rate, eye tracking), conversational AI and social media data)
- LLMs to analyze and detect harmful behavior
- Clinically validated assessments
- Real-time Remote Monitoring of stress and on-set of depression, anxiety and Substance Use
- Real-time Support to address the exact causes of stressors
- Human-in-loop (licensed therapists) for extreme stress management

Strategic AI research partnership with University of Southern California's Information Sciences Institute – the AI Titans in the field.



#### **INVESTMENT OPPORTUNITY**

- 1. US TAM \$300 Billion with target 5% SOM of \$15 Billion
- 2. Al research partnership with No.1 institute in the US for artificial intelligence
- High fidelity exceptional co-founding team with deep expertise in AI, ML, Digital Health, Outcomes and Behavioral Sciences
- B2B SaaS business model with M&A or IPO exit strategy. Investor ROI projected ~600x over 10 yrs.

#### SEED FUNDING REQUESTED:

#### \$3.5 million dollars via YC SAFEs 18 months run-way to cover:

- Salaries + 2FTEs
- USC AI Research Partnership
- B2B Pilot program implementation

#### **Contact:**

Shraddha Chaugule, PhD Founder, Astro Health Inc Address: 1 Sansome St., Suite 3500, San Francisco, CA 94104 Email: shrads@astrohealth.ai

<sup>1</sup> CDC Available at: https://www.cdc.gov/niosh/docs/99-101/default.html

<sup>2</sup> https://www.osha.gov/workplace-stress

#### **Executive Summary**

Aquillius Ventures' Fund I is a \$50M VC fund based in San Diego, CA focused on early-stage Med Tech and Life Sciences startups. We are looking to invest in pre-seed and seed rounds for startups based in the US.

Our **mission** is to improve human health and create a healthier planet, specifically by focusing on women, children, and the elderly.

#### Fund

Size: \$50M Term: 10 years Inv. Period: 5 years Min. Investment: \$500k Terms: two and twenty

#### Portfolio

Total Investments: 40 Investments per year: 10 Avg. Portfolio Inv.: \$500k

#### What makes us unique

Over the past two decades we have developed the infrastructure to attract, develop, and scale startups from early stage to market-ready.

Our vertical integration allows us to have visibility on development, risks, and go-to-market strategies.

#### **Returns and Equity**

IRR Range: 15% - 20% MOIC Range: 4X – 6X Target Equity: 10% - 25%



#### Everix Inc.

City, State: Orlando, FL Phone: (407) 923 - 3260 Website: www.everixopticalfilters.com CEO: Hooman Banaei, PhD. Email: hooman@everix.co



Everix enables mass deployment of compact personal health and technology devices with features that were not affordable in the past. We turn inexpensive polymer into a nanomaterial (<u>optical filter</u>) that is worth 20x the value of GOLD by weight. We make it 10x-100x more cost efficiently, 70x more energy efficiently, and 20x more compact than our competition. With <u>37</u> patents and a full manufacturing operation, we are serving top-tier <u>Fortune 50 customers</u> in markets such as medical devices, consumer electronics or industrial sensing.

#### Problems

1- Filter size limits product miniaturization and sensor sensitivity; 2-Rigid form-factor; 3-Insufficient economies of scale for mass markets. Current manufacturing technologies have hit an innovation plateau despite many unmet needs.

#### Technology & Products

**Technology:** To meet the need for lower-cost, high-volume optical filters, we have developed a process that replaces traditionally expensive vacuum deposition with a much less expensive thermal drawing tower. Like the process for drawing glass optical fibers from cylindrical preforms, we create planar preforms and draw the layers to sub-wavelength thicknesses needed to create any desired interference filtering effect.

**Product Lines (filters):** Notch, Bandpass, Dichroic, Edge, Absorptive, Hybrid. Products currently sold via distributors or directly to customers.

#### Unique Value Proposition

Device miniaturization (e.g., smart watches); New form factors (e.g., ingestible sensing capsules); Enabling price-elastic markets (e.g., homebased personal infection/cancer testers); Short lead time for high volume (time sensitive consumer electronic product release); Freedom of material choice (to meet application-based requirements).

#### Business Model

1- Sales of standard products in beachhead markets directly and through multiple sales channels. (markets: medtech, sensors).

2- Sales of customized products to key players in AR/VR. (markets: AR/VR, consumer electronics)

3- IP licensing in other markets (markets: eyewear, smart glass, solar control, solar generation, display/cinema).

#### Competition

Everix has a unique, patented technology, which fills the gap between: 1. Traditional vacuum coating companies, all using patent-expired technologies (Viavi Solutions, Materion, Semrock, Alluxa, Omega, Chroma).

2. Multilayer film extrusion industry – primarily for non-filter applications and low-performance filtering (such as display back-reflectors) due to process nature limitations (3M. PeakNano. Torav).

#### Investment Opportunity

Current Round: **\$3M bridge to profitability** round. Approx. 50% invested or committed.

#### Use of funds

Reaching operational profitability, new hires, strategic IP portfolio expansion, working capital for consistent production of standard products, boosted sales and marketing of standard products into beach head markets, continued IP protection.

#### Team

**Hooman Banaei, PhD, CEO/Founder** – Optics PhD. Family manufacturing business with 500 employees.

Jess Brown, PhD, Sales & Business Development Director - 20 years in sales and business development in optics and electronics industries.

Andy Moyle, Director of Operations - 8 years in manufacturing improvement and management.

**Karolina Wojtas, Director of Strategic Development -** 5 years in VC, 3 years of operational experience in startups, ex-founder.

#### Market

#### TAM: \$50B+

Beachhead emerging markets: Consumer Medtech (\$1.6B), Consumer Electronics (\$4.3B) IoT and Automotive sensors (LiDAR, etc.) (\$2.5B) Future blue ocean markets: eyewear, smart glass, solar control, solar generation, display/cinema.

#### Financials

**Revenue**: 7-figures cumulative revenue from initial product sales and PoC. Fortune 50 paying customers.



#### VALUE PROPOSITION:

**Restoring Vision, Not Just Managing Disease:** 50% of patients improve vision by 10+ letters within 90-days.

**Huge Market Opportunity:** 130.0 Million are afflicted with Dry-AMD and projected market value of \$68.5 Billion by 2029.

**Derisked Investment Opportunity:** Backed by US-based feasibility study and well-positioned for Class II De Novo clearance

**Rare Exit Potential in Ophthalmology:** Comparable acquisitions have yielded 12-15x returns in 3-4 years.

**Company Background:** Ophthalmology company that has pioneered 'Vision Restoration' in those with Dry Age-related Macular Degeneration (*Dry-AMD*).

**Leadership Team**: Senior Management team has led FDA clearance for 16 Class II and III technologies and held leadership roles in 5 companies that have been acquired and delivered \$850.0 million in shareholder value.

**Scientific/Medical Consultants:** Dr. Sophie Bakri, Chair of Ophthalmology at the Mayo Clinic, Prof. Tim Cackson, Head of Retinal Research at King's College UK, and Dr. Jason Slackter, Vitreous Retina Macula Consultants of New York, and Robert Warner (Former President of the Americas, Alcon).

**Products/Services:** The level electrical pulses through an electrodes placed on the eyelid and the back of the neck to improve cellular structure and function within key cells of the Retina – included Retinal Pigment Epithelial and Ellipsoid Zone.

**Technologies/Special Know-How:** i-Lumen's proprietary dual waveform algorithm and treatment delivery system generated unprecedented clinical benefit within 90-days of treatment as 50% of patients had improved vision of 10+ letters on the ETDRS eye chart.

**Market:** The global market opportunity is valued at US\$44.6 Billion in 2025 and is projected to reach US\$68.5 by 2029. AMD is the leading cause of blindness in those over age 60 and it affects 1 in 4 people. Globally, more than 130 million people have AMD.

**Distribution Channels:** i-Lumen's highly scalable business model represents an incremental revenue stream for Ophthalmology offices. The Medicare reimbursement rate for daily treatments is projected to be between \$1,000 to \$1,400. Coupled with clinical results, reimbursement will drive adoption and utilization.

i-Lumen will leverage a Lasic vision correction surgery revenue model – 'pay per treatment'. An electronic key provided for each treatment delivered will automatically invoice (\$400 per treatment) the physician practice. The device system is capital equipment and has a gross margin of 90%.

**Competition:** The treatment solutions available today, including Syfovre (Apellis) and Izervay (Astellas), which only slow the progress of the disease while vision loss continues. Unfortunately, these intravitreal injections have side effects that could include inflammation within the eye and advancing patients into late-stage, wet-AMD.

**Exit Strategy:** Acquisitions in Ophthalmology are generally pre-revenue and yield 12-15x returns. i-Lumen has initiated conversations with leading industry strategics (Alcon, Johnson&Johnson, Carl Zeiss, and Bausch&Lomb) regarding acquisition of the technology. Clinical data to support market clearance is projected in 3-4 years.

#### **Quick Facts**

*Company Name:* i-Lumen Scientific, Inc.

*Contact:* John VeLure (CEO/President)

*Address:* 3800 American Blvd. West Ste. 1500 Bloomington, MN 55431

*Phone:* 952-240-6023 *Email:* jvelure@i-lumen.com *Website:* www.i-lumen.com

*Industry*: Ophthalmology

*Domain:* Medical Device

Bank: Minnesota Bank & Trust

*Law Firm:* Fox Rothschild

Patent Estate: Fox & Rothschild 29 US Patents, 3 CN Patent, 3 EU Patent, 2 AU Patent

Auditor: Baker Tilly US, LLP

*Number of Employees:* Seven (7)

#### Leadership Team:

John VeLure *(CEO/President)* Meredith Mundy (Research) Tracey Henry (Regulatory) Thu-Ha Duncan (Manufacturing)

*Amount of Financing Sought:* \$22.0 Million

#### **Current Investors:**

Bios Partners, MedFocus, Alafi Capital, and Santen Ventures

*Use of Funds:* Pivotal Study and FDA Market Clearance

#### Deal Terms:

Series B Funding Round Convertible Preferred Stock 8.0% Cumulative Dividend Liquidation Preferences Anti-Dilution Provision Share price: US\$1.35

#### Valuation:

Pre-money: US\$31.5 Million Post-money: US\$55.6 Million

#### **Participation Options:**

Direct Investment: US\$500K min. Bios SPV: US\$50K min.



NeuroEM's first-of-its-kind device offers a safe, effective, and non-invasive approach to treating neurodegenerative diseases, including Alzheimer's, and protecting brain health throughout the aging process.

www.NeuroEM.com

#### Alzheimer's is among the costliest conditions to society

- Worldwide, 55M people are living with Alzheimer's.
- Nearly 7M Americans have Alzheimer's. 500,000 more are diagnosed each year.
- Medicare spends 3 times more for beneficiaries with Alzheimer's.

#### NeuroEM will be a disruptive force in the Alzheimer's therapeutics market

There is no cure and treatment options are ineffective and difficult for patients and cost thousands of dollars per year.

- 5 of the 8 FDA-approved drugs do not affect the underlying brain changes that cause symptoms. **None are right for all patients.**
- Ongoing research exploring potential pharma options remains uncertain.

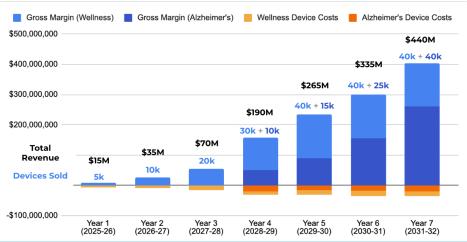
#### Human clinical studies showed cognitive stabilization or improvement in 7 of 8 AD sufferers within 2 months

Our Transcranial Electro-Magnetic Treatment using Radio Frequencies (TEMT-RF) alters three key factors at the root of cognitive decline:

- $\bullet$  Detoxify the brain by disaggregating toxic AB and p-tau proteins
- Rebalance cytokines, indicating a reduction of inflammation in the brain and body
- Increase ATP-the source of energy for use and storage at the cellular level

#### Capital investment to date: \$7M+





#### **Investment Opportunity**

NeuroEM is raising two rounds over the next two years:

- \$5M Seed Preferred today to prepare the final product for launch; Target pre-money valuation: \$15M
- **\$5-10M Series A Preferred in 2025** to launch the wellness product; Target pre-money valuation: \$30-45M



#### FROM RESEARCH TO COMMERCIALIZATION:

NeuroEM is transforming groundbreaking research into a commercially viable reality.

#### 10+ Years of University Research

2 NIH Grants + More in progress

Patent portfolio includes 9 issued US patents and 10 pending patent applications globally

First to receive **FDA Breakthrough Device** status for the treatment of Alzheimer's

A **proven leadership team** and **medical advisory board** – all with a scientific or technology background, startup experience, and commercial expertise.

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#### Contact

Chuck Papageorgiou, CEO Chuck@NeuroEM.com +1-727-252-6120



#### January 12 Attendees As of 01 12 25

EXHIBITORS First Name	Last Name	Title	Company
Jonathan	Cohen	CEO	2020 Gene Systems
Neal	Koller	Chairman and CEO	Alphyn Biologics, Inc.
Leah		Managing Partner	Aquillius Ventures
	Villegas		•
MyPhuong	Le	General Partner	Aquillius Ventures
Shraddha	Chaugule	CEO	Astro Health Inc
Hooman	Banaei	Founder and CEO	Everix Optical Filters
John	Velure	CEO and President	i-Lumen Scientific, Inc.
Michael	Schwartz	Vice President	J.P. Morgan Private Client
Chuck	Papageorgiou	CEO	NeuroEM Therapeutics Inc.
ATTENDEES First Name	Last Name	Title	Company
	Agarwal	Senior Vice President	Denovo Biopharma
Anupam	0		•
Smriti	Agrawal	Angel Investor	TiE Angel Houston
Anish	Aitharaju	Principal	DigiTx Partners
Ali	Al-khattawi	CEO	MESOX
Zaheer	Ali	COO	Positon Al
Rebecca	Allan	Investment Manager - BoxOne VC	BoxOne Ventures
Scott	Alpizar	CEO	Pinco Biotherapeutics
Andrew	Altschuler	Partner	AAA FO
Mark			
	Amouzgar	Partner	March
Goldein	Anatoly		
Jolene	Anderson	Managing Director	VectorPoint Ventures
William	Annett	CEO	Sustained Therapeutics
Marc	Appel	Managing Partner	Pacific Bridge NY
Joshua	Armah	Managing Director	Armah Ventures
Maria	Artunduaga	CEO	Samay
Trishan	Arul	CEO	Picture Health
Katie	Austin	Venture Partner (OD)	GSC360
Bob	Austrian	Executive Director	J.P. Morgan Wealth Management
Julianne	Averill	Advisor	How Women Invest
Joachim	Bader	Managing Director	Noble Capital Markets
Ron	Baker	Chief Business Officer	2020 Gene Systems
Aparaajita	Balaji	Associate	KB Investment
Julie	Ballard	Principal	Carrot Clinical
Alexander	Ballatori	Cofounder & CEO	StrokeDx, Inc
Michael			
	Banyas	Program	National Institute of Minority Health
Josh	Barer	Managing Director	Hibiscus Capital Management
Amir	Barsoum	Founder and Managing Director	InVitro Capital
Kenneth	Barton	CEO	SafetySpect Inc.
Rene	Baston	Venture Partner	Covenant Venture Capital
Pierre Henri	Belin	CEO	Xcube.bio
Jenny	Belotserkovsky	Co-Founder and CEO	MenHealth
Cigdem	Benam	Porfolio Executive	Innovation Works
Joshua			
	Benig	CEO.	SDK Thorspoutics
Stephane	Berthier	CEO	SDK Therapeutics
Vikash	Bhagwandin	Founder & CEO	VincaStemyx
Nilesh	Bhandari	CEO	Advanced Health Academy
Payal	Bhandari		Integrative Functional Medical Physician
Urvashi	Bhatnagar		
Jake	Bieber-Dishart	Analyst	Apple Tree Partners
Bob	Bloom	CEO	RBI
Eve	Blossom	Founder	Material Change Institute
			-
Jose	Bolanos	CEO	Nimbus-T Global inc
Diane	Bouis	US Director	MedTech World
Greg	Bowman	Senior Director, Leasing	Breakthrough Properties
Beckie	Bown		
J.	Bradley	Founder	TAN
Lily	Bragg	Chief Fixer	Wave Operator
Robert	Brooks	CEO	Radiance Biopharma
David	Buller	Managing Partner	Keles Digital Health
		CEO	
Ross	Bundy		CRISPR QC, Inc.
Nathan	Cali	Managing Partner	Noble Capital Markets
Heather	Callahan	CEO	Allander Biotechnologies
Hanne	Callewaert	CEO	AstriVax
lan	Campbell	CEO	TendoNova
Taylor	Caparosa		Savills
, Christian	Carello	Founder, CEO, + Angel Investor	EnvisionIt Consulting, LLC

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