

## Company Overview

BioSpecimen Technologies, LLC (BST) is a medical-device company with revolutionary patented technologies that greatly improve the quality of patient blood testing in clinical labs, hospitals, doctor offices and nuclear DNA testing. BST’s products also create autogenous therapeutic treatments for patients with ophthalmic disorders, and platelet rich plasma treatments for injuries and cosmetic procedures.

With final development and validation of multiple products, BST’s will work with leading, global commercial partners to manufacture, sell and distribute the products into several multi-billion dollar industries. These commercial agreements will provide up-front fees plus minimum annual sales requirements.

BST is a premier inventor and developer of unique, proprietary blood collection and separation products, and conversion of the blood components to therapeutic treatments. These products significantly improve processes over current technology.

## Company Highlights

### Intellectual Property

Working with medical research labs at leading universities, BST holds exclusive license to broad patents issued to:

**University of California Irvine (UCI)**  
**University of Southern California (USC)**  
**University of Maryland**

- 18 Issued US patents**
- 5 Pending US patent**
- 80+ Issued foreign patents**
- 20+ Pending foreign patents**

Includes broad claims around concept of the photopolymer separator, the process and equipment used to cure the polymers.

Issued IP also covers the sterile transfer device as well as the ocular delivery vials.

### **Huge Market Opportunity**

- ✓ Addressing “pain points” in several multi-\$billion sectors
- ✓ Significant “low hanging” revenues opportunity in each sector

### **Short Path to Significant Revenues**

- ✓ Limited work needed to attain FDA clearance on some products
- ✓ Follow-on products need only 510k or PMA clearance
- ✓ Global users who’ve seen products are interested—pull through
- ✓ Partnering with global players for manufacture, sale, distribution

### **Proven Product Performance**

- ✓ Products have been tested and meet industry needs

### **Highly-experienced Management team**

- ✓ Management has successfully built and sold other companies
- ✓ R&D directors are recognized scientific leaders in pathology

### **Low Burn—Low Funding Needs**

- ✓ Company has self funded to present
- ✓ Low FTE requirements to achieve significant cash-flow
- ✓ No or limited future shareholder dilution needed

### **Investment Risk/Return Profile Seldom Seen**

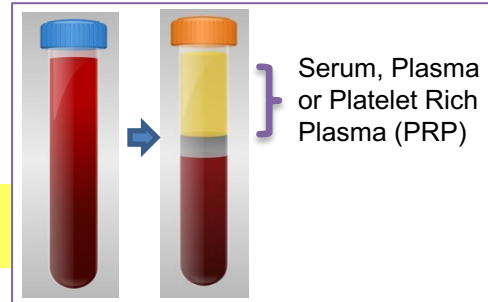
- ✓ Low pre-money valuation
- ✓ Up to 100-X return credibly possible over long term

## Low-Cost Operating Model

All current R&D and much of product validation is being performed at USC Medical Center with no cost to BST. The heads of USC’s pathology medical research labs are inventors and major shareholders in BST.

## Making Vacuum Blood Collection Tubes (BCTs) Far More Functional

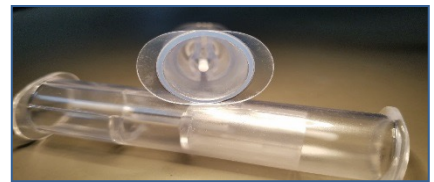
- The vast majority of the 30 billion BCTs used each year are processed in a centrifuge to separate and isolate the red blood cells from the other blood components such as serum, plasma and platelets.
- **BST adds a photopolymer to the separator gels currently used, then UV light-cures the polymer to form a solid barrier.** This process solves several very serious problems with current methods and lowers costs. Multiple issued patent claims on this process.
- Product developed and tested by USC Pathology Labs.
- This product is ready for final commercial process R&D, validation and filing of 510k or PMA. ~18 months to launch. **Strong end customer demand.**



- **\$0.01 royalty/tube on 10% of addressable market will generate over \$28 million/year profits for BST. (10% is conservative).**

## Simplifying the Sterile Transfer of Serum/Plasma to a Second Tube for Testing or Therapeutic Use

- After the whole blood is separated through centrifuge, the remaining serum, plasma or platelet rich plasma (PRP) needs to be transferred to a second tube or vessel for final testing or for use in therapeutic treatments. There is currently no sterile method for **direct transfer** of these blood components.
- **BST has developed and is ready to launch a disposable device that transfers serum/plasma/PRP in a simple, fast and completely sterile process.** This product solves several difficulties with current methods, improving test results and saving money. Multiple issued patent claims on this product/process.
- Product developed and tested by USC Pathology Labs. Commercial samples available for customer testing and validation.
- No FDA filings needed. Product ready for launch with a global partner.



- **\$0.20 royalty per transfer device on 1% of addressable market, generates over \$6 million/year profits for BST.**

## Treating Patients with Sevier Chronic Dry Eye Disorder with Autologous Serum Eye Drops

- Millions of patients, just in the US, suffer from chronic dry eye disorder. Aside from OTC eye drops, there are two prescription medications (Restasis and Xiidra) with ~\$2 billion annual sales. These medications are expensive and are often only marginally effective.
- Many ophthalmologists now treat patients with eye drops made from the patient's own serum (analgesic) drawn from the patient's blood. While highly effective, these products are expensive and time consuming.
- **BST has developed a device that creates in-office autologous eye drops. This product is patented and generally ready for final commercial R&D and manufacture of commercial samples for final validation.** This kit enables production and delivery to patients, in a single visit, up to 3-months supply of serum eye drops.
- Unlike prescription products, this autologous serum eye drop kit allows the ophthalmologists to charge directly for the serum drops, creating a very valuable profit center for the doctor's office.

- **5% market share of existing prescription market = \$32 million/year in profits for BST.**

**Current Funding Round:** \$2.0 to \$2.5 million  
**Pre-money Valuation:** TBD million

<b>Use of Proceeds:</b>	<b>Year 1</b>	<b>Year 2</b>
Strengthen and expand IP portfolio:	150,000	100,000
Salaries and consulting expenses:	250,000	450,000
Rent, IT and office expenses:	60,000	90,000
Travel & entertainment	50,000	60,000
Product R&D, engineering, design	150,000	150,000
Commercial sample manufacturing	100,000	200,000
FDA 510k or PMA expenses	150,000	100,000
Other	100,000	100,000
<b>Total</b>	<b>1,010,000</b>	<b>1,250,000</b>

Above burn-rate assumes first commercial JV/distribution agreement with up-front fees will be signed within 12 months. If agreements are delayed, burn rate will be cut to meet extended timeline.

## Key Executives and Shareholders

**Allen Barbieri**, Broad success as a CEO building, running, operating and selling companies in several sectors, from start up through large public enterprises. MIT- MBA

[Allen's linkedIn Profile](#)

**Jane F Emerson**, MD, PhD - Chief of Clinical Pathology and Director of Laboratories at USC Keck School of Medicine.

**Michael E. Selsted**, MD, PhD - Professor & Chairman of Pathology at USC Keck School of Medicine

**Zack Irani** - CEO/Chairman Biomerica, a leading medical-diagnostics company with existing products and two new cutting-edge diagnostic products in FDA trials. UCI - MBA

**Robert Erwin** - CEO iBio Inc. The iBio technology platform is a proprietary, gene-expression technology that causes non-transgenic plants to rapidly produce high levels of target proteins.

**David Powers** - formerly with Allergan where he directed development, launch, marketing and sales of Restasis® and Refresh Plus®, two of Allergan's most successful eye care pharmaceutical and OTC products.

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