

IKOVE Q4 2022 **UPDATE**

STARTUP NURSERY HIGHLIGHTS



We are pleased to share our accomplishments for 2022 with you. Please see the link below for our year end video.

2022 YEAR IN REVIEW

PORTFOLIO COMPANIES

DEEPTECH PORTFOLIO



Year-end Business Update

The Q4 2022 business continued to track an aggressive growth path despite a slight pullback in manufacturing in the USA in November and December. Our ARR (and GAAP) Revenue in Q4 2022 grew by 27% (and 20%) quarter-over-quarter.

Effective January 30th, 2023, we officially rebranded Nikola Labs to Assetwatch, manifesting the future vision and the realities of what we represent to our customers. For the purposes of this 2022 year-end update I will continue to refer to the company as Nikola Labs.



ATS Strategic Partnership

As shared in previous quarterly updates ATS has been a great strategic partner and supporter of Nikola Labs since early 2021. In 2021 ATS invested a significant amount in Nikola Labs through convertible notes, funding that was needed at the time to sustain the growth of Nikola Labs, which has now converted to Series A-1 equity. In addition, ATS and Nikola Labs entered a strategic collaboration in the industrial manufacturing market space, which has benefited both parties over the last two years.

What has transpired during this period is a recognition that both ATS and Nikola Labs (AssetWatch) are becoming more competitive with each other as a natural evolution of the market and each company's evolving and growing value propositions. Both companies agree that given this evolution it is in both parties best interest if ATS liquidates its equity holdings in AssetWatch. In addition, we have agreed to no longer grow this relationship but rather sunset this collaborative relationship over the next two years, through the end of 2024.

The AssetWatch Board of Directors is supportive of this path forward as well as a secondary sale of the ATS equity in AssetWatch.

2023 Annual Operating Plan

As we enter 2023, we face geo-political and economic uncertainties, including the potential of a recession in the USA in 2023 (although recent early indicators in 2023 have been positive). Recruiting top talent remains a challenge in the current competitive market with record-low unemployment across the USA.

However, I remain optimistic that we will successfully navigate through this uncertainty and be able to adapt and adjust rapidly to a changing market environment.

Our focus will remain on the USA market given the large potential that exists in this market and to avoid distracting our efforts in 2023. International growth opportunities will be considered in 2024 and beyond. Our investments in 2023 will be focused on building robust systems and scalable processes and investing in customer retention and experience.

2023 will be another pivotal year for Assetwatch and our journey of building a company of relevance and significance.



The focus of the CWD R&D team in the 4th quarter was to design the V7 speed reducer, which targets Collaborative Robot (Cobot) applications. As we reported previously, the corresponding torque density of V7 is expected to be nearly twice that of V6, while it retains all the best features offered by V6.

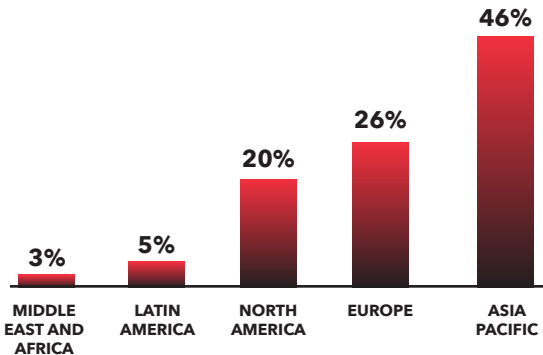
We are now moving into the simulation phase to finalize the dimensions of each V7 component and are expecting to have the draft drawings available for manufacturing review soon. We have had preliminary discussions regarding the manufacturability of V7 with our reliable gear provider in China. Shan Guan (CTO of CWD) will travel to China in February to accelerate the design, manufacturing, and testing of the V7 prototype. He will finalize the manufacturing process with the gear and other parts providers in several places in China. As always, we will follow the Design for Manufacturing principles when working on the V7 design so that it will be ready for mass production once we confirm the performance through prototyping.

Since V7 is a true hollow shaft design which is a “must have” feature for Cobot applications, we have to modify and upgrade our testing bench and software to test V7

prototypes. Our internal R&D team is working on it now and have a target to get it ready before the end of March.

The robotics market is still very strong, and the outlook continues to be optimistic, with projected United States revenues of \$7.62 billion in 2023, and a compounded annual growth rate of 5.62% from 2023-2027 (source Statista). The Cobot market is estimated to be about 6.95% of total robotics sales in 2022 and have the highest projected growth rate of all robotic market segments.

ROBOTICS TECHNOLOGY MARKET SHARE, BY REGION, 2021 (%)



Globally, Asia Pacific continues to dominate the robotics market with nearly 50% market share.

We appreciate the patience and encouragement from each of our shareholders and welcome any questions about our progress. Please don’t hesitate to reach out to me or any of the CWD Team members.



This technology, developed out of the Ohio State University, is a Gate Drive for High Powered Silicon Carbide (SiC) and Gallium-Nitride (GaN) Inverters, that acts as a power amplifier which accepts low-power input from a controller integrated circuit (IC) and produces a high-current drive input for the gate of a high-power transistor such as an insulated-gate bipolar transistor (IGBT) or power a metal-oxide-semiconductor field-effect transistor (MOSFET).

With the potential to disrupt markets such as Aerospace, Space, Land Transportation, and Sea Transportation, as well as a global market expected to be over \$2 billion by 2024, we believe this technology to address emerging

market needs for advanced high-power electronics. We have established VisGate Technologies as the company to continue evaluation of the technology's potential for commercialization.

In late June, we received notification of a \$100,000 award for the State of Ohio's Third Frontier Technology Validation and Start-up Fund (TVSF) Non-dilutive grant that will fund development of a H-Bridge circuit module that could be incorporated in end applications such as electric vehicle (EV) charging systems. This "win" is extremely valuable because it allows VisGate to develop a first product to take to market and establish product-market fit prior to our pursuing seed funding.

In Q3 we continued to pursue sponsored R&D projects to advance the technology and better define future product solutions for SiC and GaN market applications. The intent is to secure a series of funded projects that will both bring in short term income for VisGate and support the formation of a technical team to support further R&D activity and subsequent product development for VisGate. We are working to identify an engineering lead to support the circuit design development in conjunction with the inventor/advisor with OSU for the TVSF funded circuit module. As 2022 concludes and 2023 begins, we are finalizing negotiations for the license with the Ohio State Innovation Fund (OSIF).

FINTECH/AI/SAAS PORTFOLIO

DIRETOTECH

We ended the year on a strong note, with revenue growth of 300% over the previous quarter. While revenue numbers are still below our expectations, we are confident of a stronger product market fit as we begin our national expansion in 2023.

Advertising and Marketing

Our digital sales, because of our advertising and marketing, continue to capture a growing volume of leads and impact a high number of people in digital media, around 52,000 in our last results update. It is worth mentioning that our investments in social networks are still timid.

Commercial

In the commercial area, we signed contracts with CREF/DF and CREF/MA (Regional Councils of Physical Education). CREF/DF will use the platform for a period of 12 months for a total revenue of \$33k. CREF/MA has contracted a service of recovery of delinquency, with a debt inventory of around \$1.6MM.

In Q4 we also added new clients Grupo Avenida and Assembleia Paraense into the platform. These clients

bring 100 thousand new cpf's to the database, and approximately \$10 million in registered debts. The total number of debts registered in the last 3 months grew by approximately 50% in the platform. Our platform now reaches approximately 400 thousand consumers in its database, with a reach of approximately 5 million individuals.

The entry of new clients and customers will increase our revenue by approximately \$ 100k.

Lastly, we finalized and signed a contract with Grupo Equatorial in December, and will begin our joint operation in Q1 2023.

Growth

In December our revenue grew by 303% over the previous month. Next quarter indicators show that the pace of growth should continue with the entry of new customers and a higher volume of debts on the platform.

To accelerate Direto's growth, we formalized a commercial partnership with Axiom Capital in Q4 2022. Under this partnership, Axiom will be responsible for attracting clients in the South and Southeast regions of the country, focusing on the Brazilian banking market. Client negotiations are already underway.



We made great strides in the fourth quarter of 2022 in our pivot into partnerships and the significant opportunities that support our strategic execution. Given the channel partnerships in place, we prioritized the shortening of the sales cycle across all our commercial opportunities to maximize short- and medium-term revenues.

We continue to advance our conversations in the government space, with end-clients and prime contractors. In December 2022, we signed a Teaming Agreement with a large prime contractor for a significant U.S. Air Force contract, which we expect to be awarded in the second quarter of 2023. In addition, they are now actively sourcing new opportunities to deploy our technology. We have further extended our partnership with another large company in both the government and commercial sectors by integrating our documentation in their marketing material and reaching end-users with a combined product and service offering. We

signed our first pilot with Deloitte supporting their efforts in some of their client engagements. In addition, we advanced our direct discussions with multiple government entities.

Separately, our joint venture partnerships are targeting blockchain/ DeFi content creation, gaming AI/ NFT/ metaverse, and consumer application. The first product will be built for speed and scalability with the objective to be operational within six months, leveraging the current favorable AI market conditions as a whole and the momentum created by ChatGPT's success.

It is important to note that we finally find ourselves in a place where Emotion AI is widely ready for adoption. We can see this from the comps in the market along with insights from end-users. Over the past 18 months, we continued to build the best Emotion AI technology platform, identified and positioned ourselves into the most relevant verticals, and are now fully ready to realize our commercialization opportunity.

While our strategic pivot last year led to the delay of originally projected revenue targets for 2022, our strategic pivot will ensure that we have the right platforms to support the revenue growth we expect to reach over the next 24 months.



Everything that is considered innovative and scalable needs a computational division. With a world immersed in the pandemic of COVID 19, the only way out was through technology and the creation of software solutions. Technologies such as Artificial Intelligence, Blockchain, and Data Science are pillars for the new economy of the world today, which has learned to work and use software as a service.

With this view, Coders4future has as its basic premise the development of computational skills, where the key objective is to learn how to solve problems and not simply learn a programming language. With methods aimed at collaborative learning, we are focused on developing real solutions and are fully aligned with the needs of companies that require collaborative teams. Therefore, we can reach two markets, companies with an increasing need for technology professionals for the survival of their businesses, and people

with the right skills who can change their world by gaining the computational knowledge we provide.

In the last quarter of 2022, we started the fourth Coders class with more than 50 students joining the junior developer training course. With the activation of this class, we had several insights for the next quarter such as:

- It proved the feasibility of offering other short courses for the same students.
- The methodology for training developers proved to be effective in a class with a larger number of students.
- It is possible to expand the number of courses on the platform.
- It is possible to improve the marketing strategy due to the mistakes and successes in the training of the class.

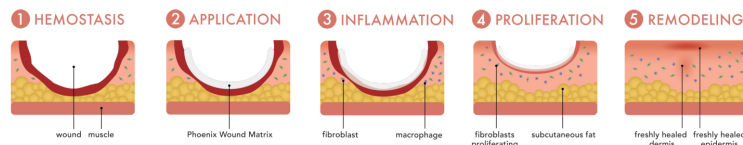
Starting in February with the launch of new classes and short courses, the performance of the expected revenue escalation will be closely monitored. A POC has also been initiated with a local company interested in hiring students trained by Coders. This will be the next step in the company's revenue generation, to serve large corporations with labor trained by Coders and its database generated.



In Q4 2022 our focus continues to be our two commercial entities: RenovoDerm and Atreon Orthopedics. Hospitals are at pre-COVID procedure levels, and we continue to accumulate excellent clinical data for marketing and reimbursement expansion.

We continue to see excellent clinical results with complex surgical and chronic wounds utilizing the Phoenix Wound Matrix from RenovoDerm.

With complex surgical wounds we are targeting general surgeons, trauma surgeons, plastic surgeons, orthopedic reconstructive surgeons for OR utilization. Also, our inpatient, complex OR surgical business continues to accelerate demonstrating accelerated time to wound closure of full thickness tissue, helping to reduce risk of complications, reduce the over utilization of other advanced modalities and high-cost CTPs to the healthcare system. On average we see 50% closure within two weeks and complete wound closure within four weeks.



The Phoenix Wound Matrix was approved for reimbursement in private practice settings under new HCPCS code A2015 (resorbable synthetic graft/cm²) in October. This is final piece of the puzzle as the Phoenix may be used in all U.S. clinical settings with reimbursement. Our reimbursement is in the CMS "high bucket" coverage range for skin substitutes.

We are working to add Phoenix to the payment list of reimbursable products in each Medicare region. To assist this process, we engaged a Provider reimbursement services partner, RMBB, and we launched RenovoDerm Reimbursement Support Services (RRSS). This is a vital service model needed to enhance sales requiring insurance verification services related to Medicare Advantage plans.

Phoenix continues to add data to our Redbook registration to establish our future national rate.

Sales for the quarter were \$216K with the 2022 annual total being \$773K. This is a 48% increase over 2021. Also, we added 13 new distributors in Q4.

Our hospital pipeline includes three new major systems and our distributors are now targeting private practices in large numbers.



The Atreon Orthopedics team held a cadaveric lab with several surgeons to provide input for a new Onlay product. This product is targeted for Q4 2023 release. Atreon sponsored two orthopedic society meetings, with one in Dubai.

Sales showed a consistent month-over-month growth with a 74% gain compared to Q3 of 2022 and 314% over Q4 of 2021. 2022 ended with \$1.1M in sales, our first product to break the \$1M mark! Rotium has been used in over 3,500 cases to date.

Ten new distributors were added in Q4, and we doubled the number of active surgeons during 2022.

As mentioned above, we slowed development efforts for Tarian to focus resources on the commercialization of the Phoenix and Rotium devices.

We are in position to complete pivotal testing for a 510K submission. The test will require a 6-month, 30-animal study. While this testing is on hold due to funding, we now hope for an FDA submission in 2023.

Additionally, following the pre-submission to the FDA using our latest successful product design, we clarified our regulatory strategy for Vascular Genesis. The path to regulatory clearance includes a pivotal animal study, biocompatibility testing, stability testing, and a clinical trial. The new design offers both continuous and permanent structural support and should prevent scaffold dilation while still allowing for cellular infiltration/remodeling.

We continue to work with the University of Chicago and Children's National Hospital in planning animal surgeries for a patient-specific vascular graft.



The Board of Directors would like to provide the following business unit quarterly Summaries for the newsletter. A more comprehensive 2022 year-end report, including 2022 financial statements, will be released before the end of Q1 2023, thus this update is brief, and focuses on Q4 accomplishment and near-term objectives and plans. Once the 2022 year-end report is released, our annual shareholder meeting will be scheduled.

Biodosimetry Business Unit Summary

The Capture Biodosimetry Division continued executing per the plans set in motion earlier in the year achieving over 95% of the Q4 targeted goals and milestones. The migration to the new Microsoft-based IT infrastructure and implementation of our Cybersecurity Maturity Model Certification (CMMC) Level 1 compliant infrastructure has continued on schedule. As previously briefed, CMMC compliance will provide the basic cybersecurity credentials necessary for Capture to work as a government contractor and is a significant milestone for a startup of our maturity level to obtain. Other Infrastructure accomplishments include the implementation and initial population for our Quality Management System (QMS) which will be our system of record for the product road map and FDA regulatory compliance documentation. This system will allow us to maintain assay version control and will streamline our documentation and communication with the FDA as we execute per the product road map.

We have also utilized the remainder of the TVSF (Technology Validation Startup Fund) grant which was awarded through the state of Ohio's administration of the Third Frontier Funding vehicle. In total this was a ~\$150,000 award and was used primarily for the implementation of our QMS and initial configuration specific to our use case.

The team has secured a space for a small research lab in Columbus, OH, and buildout is in progress and should conclude in early Q2 2023. In the meantime, our contracted work with Battelle Memorial Institute is underway, intending to prove our V1 Assay can be successfully run by independent 3rd parties. This work is progressing according to plan and should lead to the successful attainment of this milestone in Q1 2023. This is also serving as a jump start to the work that will be conducted in our Capture Laboratory once set up is complete.

Highlights for Q4 '22 included attendance at the RRS Annual Meeting (Oct 16 - 19) by Dr. Kirsten Reeves, Melanie

Samsonow, Mike Brown, and Dr. Naduparambil Jacob. Additionally, a revised strategic plan was crafted by the team to be used to brief BOD. This plan and budget was approved by the BOD and will be briefed to shareholders in Q1 2023. This plan lays out a series of milestones to ensure efficient use of funds as we move toward commercialization and submit for additional non-dilutive funding to support our efforts.

Q1 2023 efforts will focus on the completion of our laboratory space in Columbus, and submissions for additional non-dilutive funding, including a re-submission of our SBIR grant that addresses previous reviewers' comments and feedback. We will also be working on an FDA Pre-Submission. This FDA Pre-Submission will be a major milestone and is one of the key mechanisms for Capture to get specific feedback and buy-in from our major customer base within the US Federal Government.
Capture DX Q4 2022 Business Unit Summary

We would like to congratulate Arlette Itami (previously President of Capture Dx, and Interim CEO), as the BOD successfully negotiated a promotion of Arlette to CEO of Capture Diagnostics, LLC. She will be focusing on optimizing the Capture DX footprint and assessing the direction of the business during Q12023.

As previously briefed, the State of Hawaii concluded its state-sponsored COVID testing programs as of September 30, 2022. However, Capture DX has maintained our customer base of movie and television production studios for their required COVID testing needs. The associated entertainment labor unions have extended their COVID testing mandates through March of 2023 after the previous extension that went through January of 2023. We forecast that we will continue to see COVID testing revenue ranging from \$500,000 to \$1,000,000 per month through this period.

In the meantime, the team has focused on evaluating additional possible revenue streams for Capture DX in addition to appropriate organizational restructuring focused on right-sizing our organization and reducing the burn rate. The milestone of obtaining our Medicare/Medicaid number was completed in Q4, which is a significant enabler in being able to process insurance reimbursements for both COVID testing and additional diagnostic tests. We have also been able to establish the lab certifications required to process a portion of these additional diagnostics and are actively evaluating which type of testing to prioritize. Arlette and Team are working directly with the BOD in real-time to guide us through this transition and optimize the value of the Capture DX Business. We expect to have a meaningful recommendation to carry forward for shareholders to consider at the time of the upcoming shareholder meeting.



In Q4 2022 we continued to execute our business plan. The execution speed reflects the lower staffing levels and is aligned to the funds raised. The electronic board designs have optimized for signal strength through component fine tuning and established bench tests. We have these new boards in prototype production. These were fitted into the functional prototypes produced.

This functional prototype product was used in the pilot animal study we conducted in late October 2022. The study results did not show any surprises, and the product performed as expected. We are reviewing the data to understand if we need to make any adjustments to the product and to the planned animal study. This study will inform the design configuration of the product for the planned human study. Simultaneously, we selected an FDA consultant to begin our FDA regulatory work, we continue our product design work for functional refinements and work for FDA and FCC regulatory compliance.



Ulevo Health, Inc., based on a technology licensed through the University of Miami, Florida, offers a patented technology for a personalized device designed to automatically detect and reduce muscle spasms with vibration. This device is worn on the ankle, above the knee, wrist, or above the elbow. These spasms are generally experienced by individuals with brain or spinal cord injury, as well as those with neurological diseases such as multiple sclerosis, ALS, Parkinson's and others. This technology is designed to alleviate the most disabling aspects of spasticity, the involuntary muscle contractions (spasms) that occur throughout the day and night without warning, which interfere with bodily functions, exacerbate pain, limit rehabilitation, disrupt daily activities, especially sleep, and lower overall quality of life.

In addition, the Ulevo device has a real-time feedback loop, collected through mobile device, wearable, tablet, etc., allowing for constant remote monitoring of a minimum of spasm frequency and spasm severity, allowing for rapid follow-up treatment and for potentially additional reimbursement, including chronic care management (CCM) and remote patient monitoring (RPM) reimbursement codes, as well as potentially new treatment codes, creating more

paths to both traditional and recurring revenue. While our final reimbursement report is pending, we believe that we will be successful in identifying far more opportunities for payment and reimbursement than the devices in these other spaces. In addition, the ability to remotely adjust the level of vibration is also planned.

In Q3, 2022 a financial grant of \$150,000 from the State of Ohio's Technology Validation and Start-Up Fund was successfully submitted, approved and is fully-executed. These funds are to be used toward the Ulevo Health device's design, prototype production, FDA approval and testing. Additionally completed in Q3 was the establishment of the remainder of the executive management team, Dr. Chris Rumana, a career-long neurologist, and brain surgeon, was added as Chief Medical Officer, Mr. Bradley DeForest, an inventor, has joined as VP of Research, and Dr. Khema Sharma, an inventor and neurologist, has been added as Advisor and is an active member of management, contributing weekly, as do all members of management. These three (3) individuals were added in Q3 to the existing team of Dr. Jorge Bohorquez, Chief Technical Officer and Inventor, Dr. David McMillan, Chief Clinical Officer, our Principal Investigator, and a Director with The Project to Cure Paralysis, and Ikove's Jack Karabeas, who serves as CEO., Ulevo Health has formally engaged Columbus-based patent counsel, Kern Kendrick. Fundraising is to begin in early October of this year, kick-starting at the Florida Venture Forum October 11th and 12th.

Overall, Ulevo's FDA regulatory analysis and formal report has identified, favorably, that the Ulevo Health device is 501(k) Exempt, paving the way for very straightforward FDA approval. The company believes that the IRB will be approved, and that human testing may well begin as early as January, 2023.



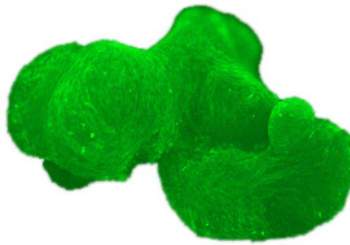
2022 was an exciting year for Matrix F.T., with Q4 positioning the company to start 2023 motivated and leaping towards important company—and industry—milestones. Of the two Contract Research Service Agreements obtained in 2022 one was extended into 2023, and Matrix F.T. increased the number of companies in the pipeline for both Contract Research Services and product sales. The FDA also gave the first regulatory approval for cultivated meat and encouraged more cultivated meat companies to submit their products.

The cultivated meat market and alternative proteins overall faced a plethora of challenges that continued into Q4. Largely the difficulties are related to uninspiring market conditions, regulatory uncertainty in the cultivated meat space in the United States, and poor, distorted media coverage in the alternative protein space that added to already difficult conditions.

Regardless, Matrix has carried on at full speed towards our mission of enabling technologies that will allow for the alternative protein industry to scale to a competitive level with conventional meat.

Cell Culture Food Ingredients for Cultivated Meat

The R&D team has refined a portfolio of 6 microcarrier and 3 baes scaffolds that can be customized for cultivated meat customers. The team has improved cell culture performance; structure, mechanical properties and manufacturing processes. We continue to innovate and provide our customers with leading, animal-component free, and cutting-edge technologies specific to their processes. This image (right) shows a corn protein-based carrier with exceptional cell adhesion.



Plant-Based Texturizers

2022 brought new markets to Matrix F.T., as plant-based companies reached out to the Matrix team requesting products that could provide texture and structure to plant-based meat analogues. Through initial R&D and market research, the team has determined that the adapted cell culture products can provide a unique value proposition to the plant-based texturizing space, and the team has diligently been working with two industry food science partners to determine end use and differentiate the texturizers from other products on the market.

The plant-based texturizers are made with the same manufacturing methods as the cell culture products.

The image (right) shows an early-stage experiment of the texturizers before being processed and integrated into a plant-based mass for sensory testing.



Team

Eric Jenkusky, former CEO, stepped down from his position, and Teryn Wolfe is now leading the company in an ambitious plan for the future: including scale up manufacturing, expanded contract research services, the expansion of our wet lab capabilities, improved R&D capabilities and the design and execution of a go to market strategy for plant-based texturizers. Dr Heidi Coia, Ph.D., took control of the R&D team, creating a strong vision and strategy, improving processes and deliverables, as well as supporting planning for Matrix F.T. 's scaleup. To more efficiently distribute R&D work and maximize our teams strengths, we created project level teams to address scale up manufacturing plans, plant-based texturizer development, and data management.

Outlook for 2023

Matrix F.T. is currently raising a bridge round while simultaneously planning for:

- Scale up manufacturing under Exclusive Manufacturing Agreements for cultivated meat customers
- Design and execution of the go to market strategy of texturizers for the plant-based meat industry
- First submission of 3 products to the FDA, which will be the first cell culture food ingredients recognized as GRAS by the FDA
- The first public tasting of cultivated meat in Ohio in Q1—more details to come!

TECHNOLOGIES LICENSED AND BUSINESSES LAUNCHED



This platform will operate in the Brazilian real estate market. Amidst the pandemic crisis the real estate market grew 26% in 2020 and there are projections of 35% growth in 2021. The main objective of this platform is to promote security and agility while buying, selling, and renting real estate.

The main technological differentiator of this environment is the possibility of using blockchain to ensure that the whole

process, from signing contracts using notary offices, rental insurance companies, banks, real estate agencies, and partners is secure and 100% digital.

With the involvement of Brazilian real estate market specialist Jefferson Jacob Junior, the definition of the market of operation and launching strategy was revised in the last quarter. Because of this, 4I seeks to establish more partnerships with small real estate agencies before launching the platform's development. This will be important to start operations with a considerable portfolio of properties on the platform.

Development is planned to start at the end of Q1 2023, with six months of development anticipated before proof-of-concept (POC) is launched to the market. We will start the project with a local real estate company and a partnership with the largest real estate registry of Pará. Following this validation period, the expansion to other markets will occur.



Working with the Florida International University (FIU) in Miami, a new technology was optioned in Q3 2022 with a specific set of commercial licensing terms (term sheet). This technology uses the application of low magnetic field technology for non-invasive cosmetic treatments, initially targeted for aesthetic facial treatments or "facial rejuvenation." With six years in development, a robust prototype was developed, as well as comprehensive testing and testing equipment for the measurement of efficacy. Preliminary human testing has proven to be extremely positive. As a result, a company was formed by Ilove named Bellalura Inc., specifically for the commercialization of this technology.

While there are other, untested applications for the Bellalura device, we are initially focusing on the Global Skincare Device market only. That market includes medical devices which are used for skin care and facial rejuvenation, which strive to produce similar results: pore size reduction, skin tightening, increased oxygen to cells, increased blood flow and lymphatic flow, increased collagen production, and

the removal of toxins. The skin care device market is a large market, and includes a variety of products such as laser, ultrasound, massage, micro-needling, microdermabrasion, infrared light, heat, and others. As has been exhibited for the past 100+ years, the market's willingness to consider a "newer," or "better" cosmetic device or treatment continues to be virtually limitless.

The cosmetic facial device treatment market is estimated to make up approximately 25% of the overall skincare device market (\$12.5 Billion in 2021), making our Total Addressable Market (TAM) in 2023, our first year of product shipments and exclusively facial treatments devices, approximately \$3.9 Billion. This is based on a 11.9% CAGR from 2021 to 2030 with our TAM for facial treatment device-only growing to \$8.5 Billion by 2030. The broad skincare market at-large, including cosmetics, exceeded \$142 Billion in 2021.

An FDA pathway analysis report was completed, identifying predicates and a straightforward 510(k) procedure. The IRB committee within Florida International University has authorized additional personnel and resources to be allocated from the university's Herbert Wertheim College of Medicine to assist FIU's School of Engineering and the technology's inventors. With this recent development and the strength of the combination of these two mutually beneficial entities within FIU, this will allow for further and detailed human testing. To effect this additional human testing, the establishment of FIU Wertheim College of Medicine personnel, specifically dermatologists, is planned for Q1 2023, with testing and trials to be completed by late Q3 2023 or early Q4 2023. This completed testing will allow for the development of the next generation and 1st commercially-viable prototype, providing for far more specific funding sources, both public and private, as well as distribution channels.



MemScan

In Q4, late December 2022, after considerable analysis and negotiation, the Ilove team has signed a milestone-based 1-year option agreement with associated term sheet for our newly-established company, MemScan. These milestones are detailed and believed to be achievable and attainable development goals over the next 12 to 14 months as identified specifically by the University of Miami, the inventors, and the technology development team.

MemScan's development team is from the University of Miami, FL and is based within the Bascom Palmer Eye Institute, one of the world's top eye and vision research centers. MemScan is developing a diagnostic tool that combines artificial intelligence, fractal analysis,

electroretinography and a proprietary algorithm for the purposes of accurately diagnosing cognitive impairment. Currently, more than 55 million people live with dementia worldwide, with nearly 10 million new cases each year. Alzheimer's disease is the most common form of dementia and contributes to as many as 70% of these cases. Dementia is currently the seventh leading cause of death among all diseases and one of the major causes of disability and dependency among older people. To be specific, that includes all those 55 years of age and above, globally. In the US alone, it is estimated that over 5 million people suffer from dementia, and as many as 3.6 million people have symptoms of dementia and Alzheimer's, but do not know it. Today, the diagnosis of cognitive impairment is limited to time consuming, invasive blood marker tests, and development outside of pharmacological treatments has been very limited.

Algorithm development for this technology has continued through Q4 and is scheduled to continue into Q1 and Q2, 2023. In addition, the development team has introduced both the prospective addition of artificial intelligence (AI) to the technology stack, a substantial enhancement, as well as the development of a compact fundus camera for selected spectral illumination during retinal imaging.



FlexAbiliti

In Q3 of 2022, FlexAbiliti, Inc. was formed to execute an option agreement with the Florida State University Research Foundation Inc (FSURF), the organization responsible for the management and licensing of intellectual property created at the Florida State University (FSU). The technology optioned is a medical device; a splint that attaches to a patient's lower leg and foot to stretch the Gastrocnemius (calf muscle), improving vascular function in the lower leg. This device is indicated for patients with Peripheral Artery Disease (PAD) who either cannot or will not walk to increase circulation.

Peripheral Artery Disease is a condition where the arteries in the distal part of the legs narrow, leading to less blood being supplied to the muscles of the legs. Although walking improves the condition, it becomes painful and patients often become more sedentary, worsening the condition.

Several studies have reported that PAD considerably increases medical expenditures. It is estimated that the average annual expenditure per individual was \$11,553 for patients with PAD versus \$4,219 for those without. Increased prescription medication, inpatient care, and outpatient care all contributed to the higher medical expenditure in patients with PAD.

In 2020, it was estimated that PAD affects 21 million people in the US. Lifetime estimates of PAD risk, defined by an ABI <0.90, suggest that 30% of Black individuals and 20% of non-Hispanic White individuals will develop PAD. PAD affects about 8.5 million people in the US (7% of the population). The PAD market was valued at \$3.82 billion in 2021 and is expected to grow at a CAGR of 9% from 2022 to 2029.

The device induces dorsoflexion of the foot (toes pushed upward), which reduces muscle oxygenation in the calf muscle and stimulates adaptive responses in blood vessels and muscle fibers to improve circulatory function.

The dorsoflexion splint device has undergone a small clinical trial, the results of which are due to be published in Q1 2023. In Q4 of 2022, two new patients were added to the trials. A larger clinical trial conducted at the Mayo Clinic in Jacksonville Florida is due to be completed in Q2 2023. The option duration is conditional, set at 60 days after completion of the Mayo Clinic trials and receipt by Ilove of the results and analysis from those trials. Current actions include periodic status reports from the clinical trials team.



In Q4, YEEO Eco-Safe Inc was formed to execute an option agreement with the University of New Mexico Rainforest Innovations, a New Mexico nonprofit research park corporation associated with the University of New Mexico (UNM). The technology optioned is a novel formulation of larvicide that is effective but safe for the environment and human health. YEEO stands for Yeast Encapsulated Essential Oil, which perfectly describes the product. Essential Oils are aromatic oils naturally produced by plants to deter herbivorous animals and decrease competition from nearby plants. Some of them, such as Orange Oil and Spearmint Oil, are toxic to the larvae of pest insect species. The yeast encapsulation makes them attractive as food for the larvae, which ingest the yeast, then are killed by the Essential Oil inside the yeast.

Although the optioned technology is applicable to multiple insect populations, the initial market is mosquito control. According to World Health Organization (WHO) estimates, mosquito-borne diseases kill approximately 725,000 people a year. Malaria alone accounts for 600,000 of that number. Mosquitos cause ten times the number of human deaths attributed to snakes, dogs, crocodiles, hippopotamuses, lions, wolves and sharks combined. In addition to Malaria, mosquitos carry West Nile Virus, Dengue Fever Yellow Fever, and Zika.

Endemic already across sub-Saharan Africa, Southeast Asia and Latin America, mosquito-borne diseases are re-establishing in populations in different parts of the world.

Global climate change is causing more areas to become warmer and wetter, increasing mosquito breeding areas to higher altitude and latitudes, as well as lengthening breeding seasons. The Early Warning System for Mosquito Borne Diseases shows an upward trajectory in Europe, with malaria cases increasing by 62%. Extreme flooding in Germany last year alone saw mosquito numbers swell to ten times the usual estimates.

Chemical control of mosquitos, using pyrethroid or organophosphate based solutions, are highly toxic to non-target species, including, aquatic animals, pets, pollinators essential to food production, and humans. Their utility is also limited by development of resistance in target populations. Growth regulators such as Methoprene are also toxic to some non-target species. The best non-toxic alternative is 2 Bacilli that are toxic only to mosquito larvae, but are unstable in Ultraviolet light, limiting their usefulness in sunny regions.

The optioned technology is currently being tested in Brazil by Fiocruz, a Brazilian Public Health organization. Preliminary results have been encouraging, showing very rapid, near 100% mortality to mosquito larvae. Another series of tests funded by the US Dept of Defense are due to commence in 2023 in Kenya. These tests will assess effectiveness against insecticide resistant mosquito populations and provide data for EPA registration.

In the next two quarters, we expect to continue to gather field test data, identify the appropriate EPA regulatory process, prepare regulatory approval documents, evaluate costs to produce and distribute the YEEO larvicides (in comparison with alternative treatments) and develop an initial financial model and slide deck for the business, in anticipation of seeking investor funding. The University research team will be conducting research into a slow-release formulation, to extend the duration of efficacy, with a target of 30 days.



Ikove negotiated an option for patent-pending technology from the University of New Mexico (UNM) that restructures natural silk for enhanced sunlight rejection. Researchers at UNM have reconstructed silkworm nanostructures to resemble white beetle scales, in an unwoven, silk-type fabric

structure, which enhances the resulting fabric's radiative cooling performance and solar rejection under direct sunlight. We found the technology to be a novel method of deriving an advanced material solution from natural nanostructure designs, to develop highly efficient cooling fabrics. The restructured silk fibrous film can reduce the average temperature of a substrate, on which the film is coated, by 7.5 °C relative to a non woven raw silk fabric during daytime under solar radiation.

Managing and minimizing the effects of sunlight increases in importance every year. The global sun protection market was \$10.9B in 2021, with a CAGR of 4%, which includes sunscreen-type products; this market is admittedly highly fragmented. Sun protection clothing itself is a \$2B market, and reflective paints, which this method claims to outperform, continue to grow in use. Canopies,

sunshades, tents, boat covers, and umbrellas are all potential applications for a treated fabric solution that promises temperature reductions underneath the fabric. Identifying the optimal end-use applications for this method will be a particular focus as we partner with the inventors to further develop and scale the technology.

The synthetic silk can be produced by electrospinning as well as by melt-blowing, a method currently used for protective

masks. For strength and durability, a thin layer would be deposited or bonded to a stronger, more structural fabric, for example and the composite material would then experience the thermal performance advantages. The inventors are continuing their work to optimize and scale, seeking grant funding to continue development. We plan to further research potentially lucrative market applications for future product development in the coming quarters.

As always, we thank you for your unwavering support.



Flavio Lobato
Co-Founder and Principal, Ikove Capital

Flavio Lobato is Principal and Founder of Ikove Venture Partners, a Venture Development investment company focused on commercializing life changing technologies in partnership with leading research institutions. He is also Founder and CIO of the Startup Nursery Fund (SUN Fund), Ikove's proprietary investment fund, annualizing at over 40% since launch in 2019.

Flavio is an investment expert with over 25 years of experience in alternative investments and traditional markets, having worked at Goldman Sachs & Co., Credit Suisse | First Boston, Liongate Capital and Swiss Capital Group.

Over the last decade, Flavio has re-focused his career away from Wall Street and become a successful serial entrepreneur where he helped launch and fund over twenty successful startups having direct involvement on Boards and acting as a close advisor and coach to CEOs and management teams.

Flavio is CEO and Chairman of Circular Wave Drive, a speed reducer technology company focusing on revolutionizing robotics.

Mr. Lobato received his MBA from Harvard Business School with honors, and his undergraduate in International Finance and Marketing from the University of Miami, cum laude. He is a student advisor to the Harvard Innovation Lab (I-Lab) and is co-head of Fintech for the Harvard Angels of NYC.

Flavio has written extensively about venture capital and financial markets. A sample of his writings can be found here: <https://www.ikovecapital.com/News/Insights/>

Flavio is fluent in English, Portuguese, Spanish, and conversational French.

THANK YOU