

Diagnose Complex Infections Fast, Accurate and Mobile

PROFILE

Industry: Medical diagnostics / AI

Ask: \$7.5 M

Milestones: Sepsis assay and reader (12 months) FDA certification and first sepsis product sale (16 months), First license sale (13 months).

Leverage: Company benefits from \$10 M in predecessor NASA spin-off that commercialized a water pathogen test and reader.

MANAGEMENT



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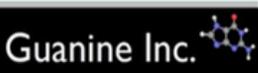


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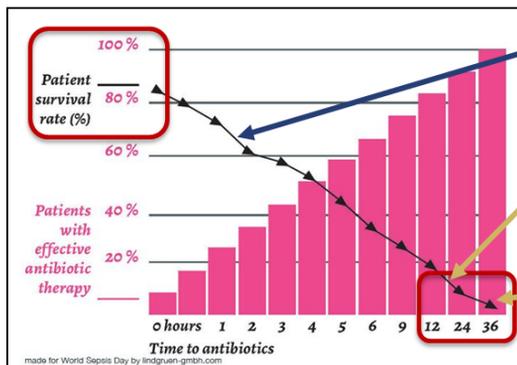
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PROBLEM Sepsis is the most expensive US healthcare condition and one of the leading causes of death worldwide. **Up to 30% of sepsis patients die waiting for appropriate treatment which is based on specific pathogen identification and its drug resistance.**

SOLUTION Guanine's patented rapid mobile test detects multiple pathogens and drug resistance in 1 hour WITHOUT A CULTURE. Each hour delay has a 6% drop in survival.



1 hour

GUANINE (\$500 instrument)

15 hours

**CULTURE + multiplex PCR
(\$25,000 instrument)**

96 hours

CULTURE TEST

PRODUCTS Guanine detects sepsis-causing pathogens and drug resistance with a single-use cartridge handheld reader and that transmits results and recommends treatment.

BREAKTHROUGH Guanine's patented technology binds targets with millions of synthetic DNA tags that emit easy-to-measure electric current and makes cultures obsolete.

MARKET The market for medical and non-medical pathogen detection is \$34 B including \$1.2 B for sepsis. Guanine will initially target big hospitals with good sepsis response times beginning with major urban teaching hospitals in the US, Canada and Europe.

BUSINESS MODEL Guanine's single-use test cartridge and low cost reader appeal to sepsis-performant hospitals with large numbers of sepsis patients. Business parameters:

- Annual Revenue per Customer: \$6 M
- Customer Lifetime Value: \$60 M
- Customer Acquisition Cost : \$150 K

COMPETITORS Rival firms employ a 12-hour culture followed by multiplex PCR. GenMark (acquired in 2021 by Roche for \$1.8 billion), Luminex (acquired in 2021 by DiaSorin for \$1.8 billion), and BioFire (acquired in 2014 by bioMérieux for \$486 million).

TRACTION Guanine has 3 patents approved by the USPTO and pending in Europe, a CDC-funded grant to develop the test protocol, to design the cartridge and to prototype the sensor at Rensselaer Polytechnic Institute, ongoing discussions with Mount Sinai Hospital to participate in its business accelerator, a Best Technology Award by the Lyme Innovation Foundation, and preliminary discussions with Charles River to license the platform for a non-medical application.

FUNDING Guanine is pursuing a product round to complete and certify the sepsis product and reader, and to generate revenue from sepsis product sales and licensing fees for non-medical applications. A growth round will follow to release a series of tests for skin infections, and to launch a Lyme disease test with AI diagnosis to analyze uploaded photos of skin rashes, assess patient symptoms online, make a preliminary diagnosis for physicians and patients, and provide personalized treatments to supplement antibiotics.