



**LANDMARK**

# **LANDMARK VENTURE FORUM**

**GREENWICH HYATT REGENCY  
OLD GREENWICH, CT  
THURSDAY, FEBRUARY 18, 2016**

**AB**  
**BERNSTEIN**  
Global Wealth Management  
A unit of AllianceBernstein L.P.

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## Agenda

### **9:00 – 9:30 Registration, Networking & Introductory Remarks**

### **9:30 – 10:45 Presenting Companies**

- Aegle Therapeutics Corp.
- ENB Therapeutics
- SLIPS Technologies, Inc.
- BeyondSpring Pharmaceuticals, Inc.
- Ströma Medical Corporation
- Eocycle Technologies, Inc.

### **10:45 – 11:00 Company Breakouts & Networking**

### **11:00 – 11:45 Panel: *Alternative Investments for Best Returns***

Suzanne Currie | Partner, Currie Consulting Group  
William J. Kambas | Partner, Withers Bergman LLP  
John J. Mezzanotte | Partner, Marcum LLP  
Carol Pepper | CEO & Founder, Pepper International  
Victoria Vysotina, PhD | CEO, V V Strategic Group

### **11:45 – 1:00 Presenting Companies**

- Lung Therapeutics, Inc.
- HealthcarePays Network LLC
- WinSanTor, Inc.
- Unequal Technologies, Inc.
- Minerva Biotechnologies Corporation
- Kweak

### **1:00 – 1:15 Company Breakouts and Networking**

### **1:15 – 2:15 Luncheon**

#### ***Keynote: The Fleecing of the American Healthcare System and The Cure***

Tommy G. Thompson | Governor of Wisconsin (1987-2001)  
United States Secretary of Health and Human Services (2001-2005)

### **2:15 – 3:30 Presenting Companies**

- ProteoThera, Inc.
- Ubiquitous Energy, Inc.
- Advanced Absorbent Technologies
- Bantam Pharmaceutical LLC
- Zero Odor LLC
- Myomo, Inc.

### **3:30 – 3:45 Company Breakouts and Networking**

### **3:45 – 4:30 Panel: *Specific Investment Alternative Asset Opportunities***

Kenneth J. Heuer | Principal, Kidd & Company, LLC  
Rohit Sah, PhD | Managing Partner & Portfolio Manager, Makalu Fund Management  
David Valger | Founder & President, DVO Real Estate

### **4:30 – 5:30 Networking Reception**

## Speakers

### Keynote

#### ***The Fleecing of the American Healthcare System and The Cure***

##### **Governor Tommy G. Thompson**

*42nd Governor of Wisconsin | (1987-2001)*

*19th United States Secretary of Health and Human Services | (2001-2005)*

*Chairman & CEO | Thompson Holdings*

Tommy G. Thompson currently is the Chairman and Chief Executive Officer of Thompson Holdings, and former United States Health and Human Services (HHS) Secretary and four-term Governor of Wisconsin. Following his term in public office, he built, and continues to build with his work at Thompson Holdings, on his efforts as HHS Secretary and Governor to develop innovative solutions to the health care challenges facing American families, businesses, communities, states and the nation as a whole. These efforts focus on improving the use of information technology in hospitals, clinics and doctors' offices; promoting healthier lifestyles; strengthening and modernizing Medicare and Medicaid; and expanding the use of medical diplomacy around the world.

From 2005 until 2009, Governor Thompson served as a senior advisor at the consulting firm Deloitte LLP and was the founding independent chairman of the Deloitte Center for Health Solutions, which researches and develops solutions to some of our nation's most pressing health care and public health related challenges. From 2005 to early 2012, Governor Thompson served as a senior partner at the law firm of Akin, Gump, Strauss, Hauer, & Feld LLP.

Governor Thompson served as Chairman of the Board of Directors of Logistics Health, Inc. from January 2011 to May 2011, and served as President from February 2005 to January 2011. He currently serves on the Board of Directors of the following public companies: Physicians Realty Trust and TherapeuticsMD, Inc., each as Chairman of the Board of Directors, HealthCare Pays Centene Corporation, C.R. Bard, Inc., Cytori Therapeutics, Inc. and United Therapeutics Corporation.

### Panel

#### ***Alternative Investments for Best Returns***

##### **Suzanne Currie**

*Partner | Currie Consulting Group*

With over 30 years' experience in the alternative strategies and family office arena, Suzanne J. Currie brings significant experience to hedge fund, private equity, venture capital and real estate managers seeking to raise assets. Her experience includes sourcing, due diligence and capital raising for alternative managers, with a focus on single and multi-family offices, university and college endowments, foundations, and off-shore banks in London and Geneva.

Suzanne is a Founding Partner of Currie Consulting Group, a third party marketing and family office consulting firm, that represents over \$25 billion in assets for firms as diverse as private equity, long/short hedge funds, real estate and social impact funds. CCG has been nominated as Best Family Office Consulting Firm in both 2012 and 2013 by Private Asset Management publications. Prior to CCG, Suzanne was Chief Relationship Officer for a multi-generational family with a global operating business and established their single family office structure. She conducted due diligence and selection of alternative managers for multi-manager best-ideas funds, and created overall asset allocation. She additionally vetted and provided legacy concierge services as diverse as philanthropic outreach, next generation education and governance.

Previously, Suzanne served as Partner at Ardsley Partners, a GARP long/short equity fund located in New York and Greenwich, Ct., where she managed capital raise and headed the client service team, in addition to bringing on new clients. Ardsley Partners portfolios were allocated long/short amongst healthcare, technology, telecommunications, energy and other sectors. Investor clients included single and multi-family offices, university endowments and foundations and offshore funds. A graduate of New York University, Suzanne currently serves on the New York Advisory Board of Edinburgh Napier University, the Duke of Edinburgh Award, and other civic and charitable foundations. She recently chaired and completed a \$2.3mm capital campaign for Calvary Episcopal Church.

**William J. Kambas**

Partner | Withers Bergman LLP

William J. Kambas is a partner at Withers Bergman LLP, in the firm's Greenwich, New Haven and New York offices. He serves as Regional Practice Group Leader of the firm's Personal Income Tax Practice Group. He is a tax lawyer who advises family and entrepreneurial clients worldwide on the development of pragmatic asset ownership structures for tax, governance, and business succession purposes, including the formation, management, and periodic evaluation of multi-national, multi-generational centralized control structures, which often include use of corporations, partnerships, and/or trusts.

Bill has published articles in publications such as Trusts & Estates, Estate Planning Journal, FFI Practitioner, the STEP Journal and various LexisNexis® publications. Bill co-authored the chapter titled "Establishing and Structuring of Family Offices" in *The Complete Family Office Handbook: A Guide for Affluent Families and the Advisors Who Serve Them* by Dr. Kirby Rosplock. Bill has given presentations for a number of private groups and organizations including leading private banks, the International Fiscal Association (IFA), and the Landmark Venture Forum, as well as being a guest lecturer at the University of Connecticut School of Law and Fairfield University's Charles F. Dolan School of Business. Bill received a B.A. in American Studies from Skidmore College and received a J.D. (including a Certificate in Taxation) and M.B.A. (concentration in accounting) from the University of Connecticut.

**John J. Mezzanotte**

Partner | Marcum LLP

John J. Mezzanotte is the Partner-in-Charge of the Firm's Greenwich, Connecticut office and is a member of its High-Net-Worth, Family Office, Alternative Investment and Healthcare industry groups. He offers more than 30 years of diverse tax experience serving closely-held and start-up companies and their owners in a variety of industries. Mr. Mezzanotte regularly advises companies seeking their next round of capital investment and bank financing.

Mr. Mezzanotte has authored numerous financial and market feasibility studies for large international development projects as well as new business ventures seeking capital. Additionally, he has been an invited speaker, panelist and moderator at several tax, private equity, healthcare and hospitality forums. In addition to his primary tax background, Mr. Mezzanotte has specialized knowledge of the Caribbean hospitality industry; where his engagements for private international clients and foreign governments span more than 30 countries. Recently, Mr. Mezzanotte has served as an expert on two internationally-headlined corruption and bank fraud cases in the Caribbean.

Prior to merging his longstanding accounting and tax practice into the Firm, Mr. Mezzanotte also held executive level positions in finance as Chief Financial Officer, Principal of a private investment banking firm, Co-Trustee for a large marital trust and Managing Director of a world-renowned resort.

**Carol Pepper**

CEO & Founder, *Pepper International*

Carol Pepper is Founder and Chief Executive Officer of Pepper International LLC, an award winning family office located in New York City. In February 2014, Carol was nominated for four Private Asset Management awards. In 2012 and 2011, Pepper International was nominated for one Private Asset Management Award. In November 2009, Barron's named Pepper International as one of the top family offices in the United States. The firm won a Growth Leadership Award in 2008 from the Family Wealth Alliance, and in 2007 Carol was named a Rising Star in Wealth Management.

Carol lectures extensively around the world on issues of interest to wealthy families. She is frequently quoted in top financial publications and appears on major business television news segments, including CNBC, Fox Business and Bloomberg TV. Carol's first novel, a wealth management thriller called *Beyond Blood* ([www.beyondblood.com](http://www.beyondblood.com)), was published in October 2009 and she is the co-author with Camilla Webster of *The Seven Pearls of Financial Wisdom: A Woman's Guide to Enjoying Wealth and Power* ([www.thesevenpearls.com](http://www.thesevenpearls.com)), named a best business book of 2012 by The Library Journal.

Carol has over 25 years of experience in the wealth management industry. Prior to forming Pepper International in 2001, Carol had extensive experience as a private banker at JP Morgan Private Bank, Citibank Private Bank and Credit Suisse Private Bank. She managed over \$1 billion of private client assets as a Senior Relationship Manager and Portfolio Manager at Rockefeller & Co. As a principal at Morgan Stanley, she was instrumental in creating a web-based virtual family office prototype. Carol graduated cum laude from Bryn Mawr College in 1984 with a BA in philosophy and a minor in Russian language. She obtained an MBA in entrepreneurial studies from Columbia University Business School in 1989.

**Victoria Vysotina, PhD**

CEO | V V Strategic Group

Dr. Vysotina, the CEO of a boutique investment advisory firm V V Strategic Group, has 20 years of experience in capital markets and investment management. Previously, Dr. Vysotina worked for the Rockefeller Foundation as a Managing Director and a Portfolio Manager for the \$1B hedge fund and distressed-for-control portfolio as well as a co-Manager for the fixed income, portable alpha and long-only equity portfolios. Dr. Vysotina was also a member of the Investment Committee with HSBC's Alternative Investment Group, a \$40B+ hedge fund platform, after a decade long career on Wall Street in the fixed income divisions of Merrill Lynch and Credit Suisse.

Dr. Vysotina founded V V Strategic Group in 2011 to bring her institutional investment experience to family offices. Her firm's advisory services range from full outsourced CIO roles to specific deal-driven engagements. She often presents on topics of risk and portfolio management, asset allocation and direct investments at investment conferences across the country. Dr. Vysotina is a Council Member for Gerson Lehrman Group (GLG), a prominent consulting group, and a member of the Advisory Board for ClearServe, a financial technology company.

Dr. Vysotina received her Ph.D. in Mathematics from Emory University. She continues to be a passionate supporter of the field and is a member of the Advisory Board for the Museum of Mathematics (MoMath) in New York."

## Company Summaries

### **Advanced Absorbent Technologies**

**President & CEO: Joe Howard**

**Chief Technology Officer: Don Sheldon**

**Joe@AdvancedAbsorbentTechnologies.com**

**AdvancedAbsorbentTechnologies.com**

Advanced Absorbent Technologies, LLC (AAT), headquartered in Southeastern Pennsylvania, brings cutting edge absorbent materials and designs to the disposable absorbent personal care products category targeting paradigms that limit the consumer experience. AAT is a partnership among three former Covidien senior executives with combined industry experience of over 85 years that led the increase in Covidien's share in the retail adult incontinence market from 22% to 38% through product innovation. Don Sheldon, former VP of R&D, has 40 years of R&D experience in personal care disposable products with extensive patent experience at Covidien, Kimberly Clark, and Johnson & Johnson personally holding 21 patents, 17 in absorbent products. Joe Howard, marketer, as VP led Covidien's incontinence business over 14 years after learning his craft at Heinz. Bill Terenzoni, strategic sourcing expert, has thirty-two years supply chain experience in the absorbent product, medical, healthcare, foam, and custom engineering industries.

The first market target will be within the North American retail adult incontinence category. It is a large (\$1.5 billion), fast growing category with little competition, a lack of innovation, and unmet consumer and retailer needs. Most importantly, there is an inherent problem in the existing design. The primary absorbent material, utilized for 45 years, is fiberized wood pulp (fluff); this makes the products thick and stiff, especially after the bag is compressed. It keeps the product damp and cold despite the use of other absorbents and limits the ability to be thinner and more flexible.

AAT has filed a utility patent for a new absorbent core formulation and design that eliminates the need for fiberized wood pulp. More importantly, the new formulation only works one way and AAT owns it. It reduces the absorbent core thickness up to 50%, is more flexible and very dry, and improves thermal conductivity. This provides the wearer with significantly more discretion and comfort, which greatly enhances the dignity of the wearer. This new core also reduces the package size over 33%, thereby improving the profit per cubic foot of shelf space for the retailer by at least 50%. The reduced packaging also provides better environmental sustainability by using less plastic and corrugated packaging as well as less fuel for freight. AAT expects to provide an investor exit within three to five years.

### **Notes:**

**Aegle Therapeutics Corp.**

**CEO: Shelley A. Hartman**

**Founder & CFO: Robert Williamson, Jr.**

**shartman@aegletherapeutics.com**

**aegletherapeutics.com**

Aegle Therapeutics Corporation ("Aegle" or the "Company") is a biotechnology company developing therapeutic products based on its proprietary microvesicle isolation platform technology. As a result of over 20 years researching stem cell therapies, Aegle scientists discovered that microvesicles secreted by adult human mesenchymal stem cells ("MSCs") function as the critical mediators by which cells promote healing. Microvesicles are fragments of plasma membrane encapsulated material secreted by cells that are found in biological fluids such as bone marrow and blood. Aegle has shown that microvesicles isolated from MSCs stimulate and enhance neuronal regeneration, cellular proliferation, cellular migration, and functional regeneration and organization of complex tissue structures. Microvesicle therapy eliminates several concerns associated with stem cell therapy including: 1.) the high cost of preparation; 2.) cellular delivery, including development of unwanted cell types; 3.) culture-induced senescence; 4.) loss of functional properties; 5.) genetic instability, and/or 6.) eventual malignant formation.

Despite the importance of microvesicles, advancement of microvesicle therapy to the patient has been hampered by an inability to isolate microvesicles in useful quantities while preserving their structural and functional integrity. Aegle has developed a process to isolate therapeutic-grade microvesicles (with no structural or functional damage) from biological materials such as bone marrow and blood. Aegle's process is scalable for high volume production at low cost. Aegle has patented both its isolation process as well as the use of microvesicles obtained through its process for therapeutic and diagnostic purposes. Aegle's strategy is to use its microvesicle isolation process to develop a series of new and novel therapeutics. The Company believes that microvesicle therapy has significant potential to treat burns, acute and chronic wounds, scarring, orthopedic injuries, and certain rare diseases. Aegle is focused on developing microvesicle therapy to treat burns and wounds as the first step in the therapeutic development of its technology. Aegle believes its therapy may also be a successful treatment for the rare children's disease Recessive Dystrophic Epidermolysis Bullosa.

In vitro research by Aegle demonstrated that microvesicles derived from MSCs stimulate cell growth and migration of healthy cells and correct defects in aged and diseased cells. Additionally, porcine wound studies using Aegle's microvesicle therapy resulted in rapid wound healing as well as nerve growth, new blood vessel formation and evidence of dermal regeneration (scarring reduction). Based upon its microvesicle research and the historical work conducted by its researchers in the area of stem cell therapy, the Company expects that its microvesicle therapy will produce superior healing results in humans. Aegle plans to file its first two INDs in the 1H of 2016 for the treatment of chronic pressure ulcers and burns. Aegle's research has been funded to date by more than \$15mm in DOD and NIH grants. The Company is seeking \$10 million in capital, including \$2million to file its first IND and complete a proof of concept study in chronic pressure wound patients, and an additional \$8 million to complete a subsequent Phase I/IIa study and file an IND for burns.

**Notes:**

**[Bantam Pharmaceutical LLC](#)**  
**CEO: Jedd Levine, MD, MBA**  
**[jlevine@bantampharma.com](mailto:jlevine@bantampharma.com)**  
**[bantampharma.com](http://bantampharma.com)**

Bantam Pharmaceutical is a New York based biotechnology company focused on discovery and development of novel small molecule inhibitors of mRNA translation initiation for treating cancer. Bantam's novel lead molecules against a unique target (eIF4E) are supported by validated research and strong intellectual property. Importantly, eIF4E operates at the convergence point of critical cancer signaling pathways and selectively regulates production of proteins that mediate multiple functions required for cancer growth. As a result, an eIF4E targeted drug should be clinically well differentiated. Proof of concept has been demonstrated in animals through xenograft studies with multiple cancer cell types. The company has identified several potent inhibitors of eIF4E and translation initiation within different chemical classes and is in the process of lead optimization which will be followed by selection of a lead drug candidate and IND enabling studies.

In collaboration with Paraza Pharma (Montreal), Bantam has created a promising drug discovery program enabled by mechanism guided structure-activity relationships resulting in the identification of several potent lead compounds. The potential clinical benefit of targeting eIF4E for cancer treatment has been demonstrated in multiple research studies. Positive efficacy data with eIF4E inhibitors have been demonstrated in human breast cancer stem cell and melanoma xenograft models, human acute myeloid leukemia blasts ex vivo, lung cancer and multiple myeloma cell lines. In addition, Bantam's eIF4E inhibitors demonstrate strong selectivity for cancer cells compared to normal cells, which should result in a large therapeutic window.

Because eIF4E is highly expressed in many different tumor types, an eIF4E targeted drug should be effective against a broad spectrum of cancers. Small molecule drugs targeting eIF4E should have multiple competitive advantages versus existing cancer drugs and others under development: (1) unique mechanism of action enables numerous possibilities for synergistic activity with other cancer therapies; (2) selective inhibition of translation of multiple cancer promoting genes with little effect on normal "house-keeping" genes, should limit toxicity; (3) position at the convergence point of multiple cancer signaling pathways should circumvent resistance to other cancer therapeutics.

**Notes:**

**BeyondSpring Pharmaceuticals Inc.**  
**Chairman & CEO: Lan Huang, PhD**  
**CFO: Robert Dickey IV**  
**[rdickey@beyondspringpharma.com](mailto:rdickey@beyondspringpharma.com)**  
**[beyondspringpharma.com](http://beyondspringpharma.com)**

BeyondSpring Pharmaceuticals Inc., headquartered in New York, NY, is a clinical stage biopharmaceutical company focused on the development of innovative cancer therapies including a Phase III immuno-oncology (IO) compound and a strong IO pipeline with internal development and in collaboration with the Fred Hutchinson Cancer Research Center. Operationally, BeyondSpring utilizes a unique U.S.-China co-development platform. The Company has significant experience interacting with the FDA and the China Food and Drug Administration ("CFDA"). Thus, patient recruitment and clinical trials can be run simultaneously in both geographies, which offers the potential to substantially lower the cost of drug discovery/development and increase the speed of advancing novel therapies to clinical trials and, ultimately, to the market.

BeyondSpring's lead therapeutic candidate, a first-in-class agent Plinabulin, is in a Phase III study to treat non-small-cell lung carcinoma ("NSCLC"). This 550-patient clinical trial is being conducted in the United States, China, and Australia. Evaluation and enrollment of patients in the U.S. has commenced and the CFDA has recently given a CTA (Clinical Trial Authorization) for the initiation of the China arm of the study. Plinabulin has been evaluated in over 140 patients in the U.S. and select international locations. It has demonstrated promising anti-cancer activity in addition to a favorable safety profile. Plinabulin is poised for potential parallel NDA approval in the US and China in 2018/2019, with near term interim analysis in Q2 2017 for early value inflection point.

BeyondSpring is led by a world class KOLs and a seasoned management team who had brought over 30 innovatives drugs to the market. With its unique multi-targeted mechanism, IO agent Plinabulin can potentially be used in multiple cancer indications for tremendous market potential. According to EvaluatePharma, world wide NSCLC market will reach \$28 billion in 2020 and IO agent sales are projected to be in \$35-50 billion in 2020. Our experienced team has the experience to bring Plinabulin and our pipeline assets to the finish line to treat severe unmet medical needs and realize their commercial potential.

**Notes:**

## **ENB Therapeutics, LLC**

**Co-Founder & Chief Scientific Officer: Sumayah Jamal, MD, PhD**

**[sjamal@enbpharma.com](mailto:sjamal@enbpharma.com)**

**[enbpharma.com](http://enbpharma.com)**

ENB Therapeutics, headquartered in New York City, is developing novel therapies to treat and prevent drug resistance and metastasis in melanoma patients. Sumayah Jamal, MD-PhD, Chief Scientific Officer, founded ENB in March of 2015 to bring to market novel melanoma therapies based upon her groundbreaking work conducted as a Principal Investigator at NYU School of Medicine. Dr. Jamal's research career spans over 30 years and her work in the field has been recognized by the American Academy of Dermatology and other research societies. Dr. Jamal self-funded the seed round and has assembled a stellar scientific team and engaged an experienced management team, ready to move to full-time upon close of funding : Arthur J. Hiller, Interim Chief Executive Officer and Charles Nuttal, MD, Chief Medical Officer, are both veterans in the pharmaceutical industry. The Board includes Sam Wertheimer, PhD, former private equity partner at OrbiMed and Doug Melancon, MD, Managing Director of Advent Capital Management.

There are no approved therapies for melanoma that has spread to the brain. Drug resistance to current therapies develops rapidly in ~50% of melanoma patients. Many melanoma patients do not respond to any therapies at all. ENB Therapeutics wants to fill the gaps in current melanoma treatment. ENB is developing small molecule therapies that turn off melanoma's master switch: the endothelin B receptor. This switch drives metastasis to the brain and other sites in the body. It also drives drug resistance to current therapies and prevents the body's immune system from killing melanoma cells. ENB's lead product, ENB001, has proven efficacy at stimulating the immune system to kill cancer cells, blocking drug resistance and inhibiting melanoma metastasis in preclinical studies. No approved drugs inhibit metastasis, a function closely linked to prolonging patient survival. ENB has developed a cost effective screening test that predicts a 60%-80% response rate in melanoma patients. It is now time to bring these therapies to those in need.

~\$1B annual revenue market opportunity. ENB's drug development program is extremely time and capital efficient: An estimated 2-year timeline to achieve clinical proof of concept; a capital requirement of \$2M to open an IND and an additional \$5M to achieve clinical proof of concept in a Phase 2a clinical trial. ENB001 was awarded orphan drug designation for Stage IIb-IV melanoma by the FDA in January of 2016, providing 7-year market exclusivity post FDA approval, tax rebates for clinical trials, grant availability as well as a filing fee waiver worth ~\$2.5M.

### **Notes:**

**Eocycle Technologies, Inc.**  
**President & CEO: Richard Legault**  
**Chief Financial Officer: Shaun Parmar**  
**rlegault@eocycle.com**  
**eocycle.com**

Eocycle Technologies Inc. ("**Eocycle**"), headquartered in Montreal, Quebec, Canada, has pioneered the development of a direct-drive, very low speed, very high torque density generator that is ideally suited for applications in renewable energy. Eocycle provides the only commercially proven and scalable transverse flux permanent magnet ("**TFPM**") generator/motor technology solution in its class. Thanks to its patented TFPM generator, Eocycle developed and now manufactures and commercializes worldwide a family of 25 kW direct-drive, variable speed wind turbines for distributed wind energy applications.

To date, the distributed wind energy industry has suffered due to its inability to deliver reliability and satisfactory return-on-investment ("**ROI**") to its customers. The Eocycle small wind turbines are the world's most cost-effective, reliable, hassle-free wind turbines in their class, offering a unique solution where competition is weak and limited. Eocycle wind turbines are a game changer for rural/agricultural customers thanks to their lowest-in-class LCOE of \$0.10 - \$0.12 per kWh. Eocycle wind turbines offer distributed energy customers: (i) superior returns; (ii) peace of mind; and (iii) minimal intrusion (smaller footprint vs. solar). The small wind energy market is expected to enjoy significant growth over the next decade with a CAGR expected to exceed 20%. With approximately 12 million farms located in the OECD countries north of 40°N latitude and in which the levelized cost of energy ("**LCOE**") of solar and retail cost of electricity exceeds that of the Eocycle offering, the Company conservatively estimates its total addressable market at over US\$10 billion.

Eocycle's management is an entrepreneurial and committed team of industry veterans and seasoned executives with a track-record of commercializing, managing and monetizing high-growth opportunities in wind energy. Discussions with several strategic investors (ABB/Switzerland, Delta Electronics/Taiwan, EdF/France, Samsung/South Korea) have confirmed the potential to exit these assets within 2-4 years.

**Notes:**

## **HealthcarePays Network LLC**

**CEO: David Adams**

**Chairman, Board of Directors: The Honorable Tommy Thompson**

**Board of Directors: Jeff Nesselth**

**Business Development: Jason Thompson**

**dave.adams@healthcarepays.com**

**healthcarepays.com**

HealthcarePays Network, LLC, headquartered in Powhatan, Virginia, has developed a ground breaking and scalable solution to transform the way the \$3.2 Trillion healthcare related dollars move in our economy. The current system is decades old, mainly driven by paper forms and open to massive fraud, waste and abuse. The HealthcarePays patented solution has been operating since 2013 and allows all participants in the healthcare system to safely, efficiently and securely move money and critical related data. We are the first and only company in the US economy to incorporate advanced algorithms, capable of artificial intelligence, to stop the payment of improper medical payments while enabling the vast majority of payments to flow through to the intended recipients with a minimal amount of friction or expense. Data and analytics to search for and stop fraud and waste, is applied across multiple insurance companies, multiple medical providers and multiple employers. It is comparable to the method the banking network employs to prevent fraudulent credit card transactions.

Depending on the study or source cited, it is estimated that fraudulent, wasteful or otherwise improper healthcare payments typically range from between 6% to 30% of an employer's annual healthcare spending. According to a payment integrity analysis conducted by Truven Healthcare Analytics, the United States loses \$275 billion annually in healthcare spending through administrative inefficiencies, as well as fraud and abuse — that's nearly \$9,000 per second. Current fraud detection efforts, such as they are, are conducted exclusively on a payer-by-payer basis. This "silo" approach does not allow for visibility across payers to detect and preempt fraudulent claims or identify fraudulent actors. So long as fraudulent claims remain below certain payer-specific cost thresholds and parameters, this money is routinely paid, out the door, and long-gone before fraud or waste is discovered.

The company has assembled a team of experts in finance, healthcare, cybersecurity and loss prevention to design and build this first-in-the-market system. Partnerships with a major national bank, as well as the world leader in fraud analytics, have two accelerated introduction of the system. HealthcarePays is currently processing healthcare payments from every major insurance company to doctors, dentists, hospitals, clinics and PBM programs throughout the United States. Discussions are ongoing with several strategic partners.

### **Notes:**

## **Kweak GmbH**

**Co-Founder: Andrea Macario**

**andrea@kweak.ly**

**kweak.ly**

Kweak is the next-generation video messaging platform where consumers augment live and recorded video in real time. Kweak is based in New York, Miami and Berlin, incubated by castaclip Networks, a global video-discovery company founded in 2010. Castaclip was recognized among the Top 10 fastest growing companies in Germany in 2015, according to news magazine Focus and Statista. Kweak's unique positioning at the intersection of messaging, mobile video and augmented reality enables Kweak to capitalize on the tremendous growth in mobile messaging. Its cloud remixing platform facilitates the creation and remixing of video with any type of media, from special effects to premium content, for a richer, more engaging conversation experience. Consumers can create unlimited variants of videos by mixing and layering these effects to any clip. Kweak is partnering with brands and content owners to offer premium effects, such as animations, voices and music from popular entertainment and gaming franchises.

The messaging market is exploding among Millennials. Half of the 1.8bn Millennials globally use mobile messaging apps nearly nine times a day. The 12-month loyalty rate is almost six times stronger than for non-messaging apps. In internal Kweak surveys, 86% of participants said they shared their most recent video with others, while 19% were motivated to create video specifically to share, validating research on the large appetite for video messaging. Kweak's market research has been conclusive: After viewing a product demo, 46% of respondents in a proprietary survey said they would pay a \$0.99 monthly fee for Kweak. The same survey established that 36% of users would pay \$0.25-\$0.50 per premium effect. Kweak is poised to generate \$4mm in its first year of monetization; and at an estimated 273% year-over-year growth rate it's forecast to generate \$31mm, \$141mm and \$204mm in years two to four. The venture enjoys two revenue streams: 1) In-app purchases of premium effects and content; and 2) native advertising.

Kweak is led by serial entrepreneur Ekow Yankah, founder of castaclip Networks and former MD of Buongiorno, the world's largest mobile content group; media veteran John A. Lack, creator of MTV, Nickelodeon, ESPN2 and the Movie Channel; and Andrea Macario, mobile marketing sales leader and former director of Nokia's in-app ad-network. The company intends to raise a \$1.5MM in equity and/or convertible debt in Q2 2016, to accelerate product development, customer acquisition and content licensing in support of a commercial launch in Q3 2016.

## **Notes:**

**Lung Therapeutics, Inc.**  
**CEO: Brian Windsor, PhD**  
**[bwindsor@lungtx.com](mailto:bwindsor@lungtx.com)**  
**[lungtx.com](http://lungtx.com)**

Lung Therapeutics Inc, headquartered in Austin, TX, formed to take advantage of 30 years of leading research into unmet needs in lung injury and disease, and to pursue niche, orphan drug indications for which there is no effective therapeutic option. The company's lead product received more than \$20 million dollars in committed NIH funding for research, development, manufacturing, IND-enabling studies and clinical trials. Follow on programs include therapies for restoration of lung function in Acute Lung Injury, resolution of established fibrosis in Idiopathic Pulmonary Fibrosis, and direct-to-lung delivery of biologics and drug combinations with proprietary dry powder inhalation technology. Led by a core team with experience in all aspects of pharmaceutical product development, Lung Therapeutics will move LTI-01 into the clinic in mid-2106 and follow on products into IND-enabling studies throughout 2016.

Often triggered by inflammation, fibrosis can affect virtually every tissue in the body, and it is at the root of some of the most devastating diseases today, including cystic fibrosis, Crohn's disease, cirrhosis, and idiopathic pulmonary fibrosis (IPF). Fibrosis in and around the lungs can lead to severe lung dysfunction and is linked with increased mortality in every condition with which it is associated. LTI's first three products are focused on prevention and resolution of fibrotic lung disease by direct-to-site delivery of therapeutics. LTI-01 is a novel fibrinolytic for Complicated Parapneumonic Effusion (CPE) and empyema where fibrotic scarring results in loculated fluid build up in the pleural space. These dangerous conditions are associated with increased morbidity and a mortality rate of greater than 20%. There are upwards of 100,000 patients in the US each year in need of de-scarring of fibrosis in the pleural space. LTI-02 is a novel fibrinolytic for Inhalation Smoke-induced Acute Lung Injury (ISALI). There are more than 3,000 deaths and 17,000 injuries from residential fires every year in the United States, and a fire-related mortality rate of 2-3/100,000 population, which is one of the highest in the developed world. LTI-03 is a novel Peptide for Resolution of Established Idiopathic Pulmonary Fibrosis (IPF). IPF is a disease in which deep lung tissue is progressively scarred and reduced in efficiency to the point of becoming nonfunctional. The cause of IPF is by definition unknown. IPF presents itself primarily in older adults, averaging about 66 years of age and is usually fatal 3-5 years after diagnosis. LTI has created an inhalable formulation of LTI-03 for the use in a nebulizer. Animal studies indicate efficacy in reversing established pulmonary fibrosis. Further studies suggest similar efficacy in fibrosis of other tissues such as the heart and skin.

To support its growing pipeline, Lung Therapeutics has licensed a breakthrough technology for making dry powders from drugs which previously were not candidates for the Dry Powder Inhaler format. This opens the way for direct- to-lung delivery of hundreds of pharmaceuticals. The technology can be used with molecules of all types and works with existing and off-the-shelf Dry Powder Inhalers (does not require a special device). The technology is uniquely suited to several high value opportunities such as biologics and combination drugs and has been installed with a leading CMO specializing in inhaled drug products. LTI remains flexible to exit strategy maintaining vigilance over IPO markets, M&A trends, and established relationships with strategic partners. LTI will seek to maximize shareholder value by partnering products at the appropriate phase (and value), positioning the company for acquisition based on LTI-01 and pipeline products, or preparing the company for an IPO. Deal comparables for niche or orphan drugs in varied indications areas reveal transactions – even at phase I – for single product acquisition or company acquisition ranging from \$75M to \$500M or greater. LTI should be well positioned to achieve this sort of transaction in 2-5 years.

## **Notes:**

## **Minerva Biotechnologies Corporation**

**CEO: Dr. Cynthia C. Bamdad, PhD**

**Business Development: John Rogers**

**Business Development: Matt Britz**

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**[minervabio.com](http://minervabio.com)**

Minerva Biotechnologies, Waltham MA, is a small company doing big company science to cure cancer. The Company discovered what are, arguably, the two most important cancer drug targets and has issued patents nailing down the corner stones of this valuable drug-target space. Minerva's approach is very different from everyone else's. Instead of trying to kill cancer cells, we are developing drugs that reprogram cancer cells to make them healthy again. Minerva discovered that cancer cells and stem cells grow by exactly the same mechanism. The same two molecules (a growth factor receptor and its activating growth factor) make stem cells grow, and make cancer cells grow. Minerva scientists discovered how stem cells turn off their self-replication and how cancer cells override the stem cell's natural 'shut off' switch to keep self-replicating forever.

Minerva's extensive patent portfolio has locked up the 2 molecules that regulate both cancer cell growth and stem cell growth: 1) the novel growth factor receptor MUC1\*; and 2) its activating growth factor NME7. Minerva discovered and patented how to turn the molecules on to make stem cells grow, or turn them off to stop cancer cell growth. Together this IP gives Minerva the most significant broad based system for detecting, halting and destroying most solid tumor cancers. The anti-MUC1\* antibody, or the antibody as the targeting head of a CAR T immuno-oncology therapeutic, will target over 80% of cancers. This would be most valuable oncology drug in the world. Minerva has a humanized lead antibody; demonstrated efficacy in vitro & in vivo; 1200+ tissue specimens confirm that the antibody binds specifically to cancer cells but not to healthy cells; and demonstrated efficacy as both the free antibody therapeutic and as an anti-MUC1\* CAR T. Minerva also has an anti-metastasis antibody that turns off an embryonic form of the NME growth factor that should not be expressed in a healthy adult. This would be applicable for 100% of cancers. Minerva's IP also uniquely enables economically viable growth of therapeutically useful stem cells. The value of the stem cell market shown by 2015 sale of Cellular Dynamics (\$16m revenues, \$30m net loss, little patented IP) to Fujifilm for \$300m.

Minerva aims to achieve IND status for its CAR T immuno-oncology therapeutic within 12 months, for anti-MUC1\* antibody within 24 months and for anti-metastasis antibody within 30 months. Success in clinical trials should enable Minerva to conduct an IPO within a 2-3 year horizon.

### **Notes:**

**Myomo, Inc.**  
**CEO: Paul R. Gudonis**  
**paul@myomo.com**  
**myomo.com**

Myomo, Inc. (My Own Motion) is a commercial-stage medical device company, and leader in the emerging exoskeleton industry, which enables users to overcome paralysis. Based on technology developed at MIT, Myomo markets the MyoPro product line of lightweight, powered arm braces to restore function in the paralyzed limbs of individuals that have suffered a stroke, spinal cord injury, or other neuro-muscular disability such as MS or ALS. The MyoPro exoskeleton is a myoelectric orthosis which is registered with the FDA as a Class I device, and several hundred have been fit to patients through clinical relationships with VA healthcare facilities, leading rehabilitation hospitals, and Orthotics and Prosthetics (O&P) practices. It is the only device to help paralyzed individuals increase movement in weakened arms using their own neurological signals so that they can feed themselves, carry household objects, and return to work.

The company's strategic goal is to become the standard of care for individuals with paralysis: a large unmet need of approx. 3 million individuals in the US who have some form of upper extremity impairment, and an estimated 350,000 new cases that occur each year due to strokes, motor vehicle trauma, or workplace accidents. The addressable global market size is several times larger. The conventional wisdom is that after six months of rehab therapy after a stroke or other neurological injury, whatever deficit the patient has will remain for the rest of their lives. While there are alternatives to move a person with lower extremity impairments, there is no lower cost or portable alternative to restoring functional ability to patients with upper extremity paralysis. In addition to its own small sales force, the company recently entered into a distribution agreement with Ossur, a worldwide leader in orthotics and prosthetics, which has begun to market the MyoPro product through its US sales force. Myomo has now begun discussions with potential international distributors for its product line.

The company is now seeking \$3M in equity financing to achieve its next milestones: National rollout of the new MyoPro for the hand, completion of several additional clinical studies, establishing its first international distribution agreement, and applying for a unique device code (HCPCS code) from Medicare. For investors, Myomo represents an opportunity to significantly impact the lives of many individuals with paralysis and generate a financial ROI through an M&A transaction with one of the large medical device or robotics companies seeking a large growth opportunity with proprietary technology or via an IPO as a leader in the emerging exoskeleton and medical robotics sector. The Company is headquartered in Cambridge, Massachusetts.

**Notes:**

**ProteoThera, Inc.**  
**CEO: Patrick O'Donnell**  
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**proteothera.com**

ProteoThera, Inc. is an early stage biotechnology company that is advancing drug targeting using its proprietary tissue matrix binding (MB) protein fusion platform technology to improve clinical efficacy and safety of already validated systemic therapeutics and to address acute pain in diseases of the articular joints. The Company is implementing a highly de-risked strategy that transforms the validated and FDA approved therapeutics into targeted, locally delivered drugs to create a new paradigm in the treatment of articular joint pain caused by inflammatory diseases.

ProteoThera's internal development priority is the use of MB-Interleukin 1 Receptor Antagonist (MB-IL1RA) for treatment of acute pain in articular joint inflammatory diseases. IL1RA is a potent cytokine inhibitor, already FDA approved for systemic administration in rheumatoid arthritis (Kineret™, Sobi). To treat Osteoarthritis (OA) pain, there were over 4.8M steroid injections and hyaluronic acid (HA) injections in the knee joint alone in 2014. Gout is a large and growing market with total gout drug sales projected to double to more than \$2 Billion by 2018 in the US and Europe. The gout market is comprised of chronic treatments addressing systemic urate burden and therapies for acute gout flares. MB-IL1RA is an ideal therapy for acute joint effusion episodes in OA patients and gout flares in Gout patients because, beyond directly addressing the biologic mechanism of acute pain, MB-IL1RA will enable significantly faster onset to pain relief and it does not have the comorbidities of current first line therapies.

**Notes:**

**SLIPS Technologies, Inc.**

**CEO: Daniel Behr**

**daniel@slipstechnologies.com**

**slipstechnologies.com**

SLIPS Technologies, Inc. (STI), headquartered in Cambridge, MA, makes materials and coatings with fully-slippery surfaces that repel virtually all fluids and biological fouling agents. We solve sticky surface problems in industrial, medical, and consumer applications. The company launched in Oct 2014 with \$3M funding from BASF Venture Capital and billionaire entrepreneur Hansjörg Wyss. The core technology is licensed from Harvard University where SLIPS was first invented. CEO Daniel Behr brings 30 years of early-stage technology commercialization experience in dozens of startups as entrepreneur, venture investor, and tech transfer professional.

SLIPS™ opened a completely new field in materials science – the world’s only fully-slippery “liquid surfaces”. These provide dramatic performance improvements over existing superhydrophobic solid surfaces. This disruptive and award-winning technology has received global accolades prompting an exciting level of inbound business development activity and a high pace of product successes. In September 2015 the company started deploying its first alpha products: SLIPS™ coatings are being field tested to reduce marine fouling attachment on ships and thus save \$20 billion in wasted fuel annually; SLIPS™ films are installed on glass in a Manhattan skyscraper to help prevent ice build-up; medical device companies are evaluating SLIPS™ surfaces on catheters, stents, and scopes to prevent blood, mucus and bacterial buildup; and various customers are evaluating SLIPS™ as a coating for containers and process equipment to help release viscous liquids from surfaces thus reducing waste.

STI has secured several paid joint development programs from customers and has received \$575K in grant funding from ARPA-E. Strategic partnering discussions are under way in select verticals, including with the top 4 players in the \$3.5B marine anti-fouling paints market. To support and expand commercial development of SLIPS™, the company seeks to raise \$5.0-\$7.5M in 2016. This will be used to fund beta product launches in 2017 and to achieve \$50M+ in revenues by 2020 through a combination of product sales and technology licensing royalties.

**Notes:**

**Strōma Medical Corporation**  
**CEO & Director: Douglas J. Daniels**  
**ddaniels@stromamedical.com**  
**stromamedical.com**

Stroma Medical is a clinical phase medical device company located in Irvine, California. Stroma is the eye color enhancement company. We have design, developed and patented a surgically non-invasive system that provides patients, who want to change their eye color from dark eye colors to light with the option to do so in a safe and effective 30 second procedure per eye. Your eyes are the first thing we see when we meet a person and make a first and sometimes lasting impression. Right now, if you want to change your eye color you can use colored contact lenses. But if you are moving from a dark eye color to a lighter color you can't create a natural eye color. Contacts aren't comfortable, they can impair night vision and there is the cost of cleaning and regular replacement of the lenses .

There are over 25 million people worldwide who wear colored contact lenses. The vast majority of those wearers have a desire to move from dark to light eye color. And like many areas of the aesthetics market that start out with a temporary fix, like a toupee or push up bra, they are often followed by a permanent surgical solution like hair transplants or breast implants. Our target market for procedure is projected to primarily dark eyed men and women from 20 to 50 years of age with relative affluence and a desire to change their eye color. The annual sustainable market for eye color change is estimated to be \$2.9B worldwide.

The company has recently raised \$4.83M of a \$5.25M convertible debt financing and is seeking an additional \$500K under the existing convertible debt terms. We are looking for private investors and angels in the short term. The company will use the money to complete the building of two complete systems, submit several patents, and finish a Phase I and II clinical study to achieve a cosmetically appealing blue eye color.

**Notes:**

**Ubiquitous Energy, Inc.**

**CEO: Miles Barr, PhD**

**Director of Sales & Marketing: Damon Hess**

**investor@ubiquitous.energy**

**ubiquitous.energy**

Ubiquitous Energy, headquartered in Silicon Valley, is the leader in transparent photovoltaics. Its award-winning ClearView Power™ technology is the world's only truly transparent solar product. ClearView Power harvests solar energy as an invisible, onboard source of electricity for a variety of end products. The thin coating can be applied to the displays of mobile electronic devices to provide infinite battery life or to the surface of building windows to provide electricity generation and energy efficiency. Spun out of MIT in 2012, The company has raised over \$8 million to date and has won numerous awards, including the 2015 Display Week Innovation Award, National Science Foundation Small Business grants, a Fraunhofer-Techbridge U-Launch Award, a MassCEC MTTC Catalyst Award, and the MIT Clean Energy Prize Renewables Category.

A fundamental limitation of traditional solar cells is that they are opaque. That limits their use to a few specific applications—e.g., hidden away on roofs or out of the way in remote natural lands. ClearView Power is the only technology that addresses this aesthetic drawback directly by selectively harvesting only non-visible light to make the solar cell invisible. This allows ClearView Power to be invisibly integrated onto any product or surface. The coating is applied via industry-standard, thin-film deposition techniques using non-toxic, readily available materials.

Ubiquitous Energy is now producing highly transparent, efficient solar cells in its pilot production facility in Silicon Valley. Nearing its internal goals for a minimum viable product, the company will release engineering samples to several early partners in Q1 2016. In Q2, pilot projects will begin with commercial partners that represent a cross-section of markets, including consumer electronics, industrial displays, IoT devices, and smart windows. Initial revenue will come from the sale of small-area film coated with the ClearView Power photovoltaic. These early sales will allow Ubiquitous Energy to achieve commercial validation before moving on to a licensing strategy with a mature product.

**Notes:**

**Unequal Technologies, Inc.**

**President: Robert Vito**

**vito@unequal.com**

**unequal.com**

“Born in Battle. Built for Sports.” Unequal develops, markets and sells patented force dispersion technology with several applications including: military, sports, athletic equipment, consumer, industrial products, and sound dampening. Unequal protects soldiers on the battlefield and athletes on the sportsfield. Unequal has 100 worldwide patents on its proprietary technology.

The core focus is on suppression and dispersion of blunt force trauma (non-penetrating trauma), since it is a major cause for injury on the battlefield and sports field. Blunt force trauma is caused by an athlete striking another player, a flying projectile such as a baseball or puck, a hockey or lacrosse stick, baseball bat or other such item that would can cause heavy damage to the body or skull and potentially even death.

Unequal markets ‘high acceleration reduction process (“HART®”) which provides protection safeguards without inhibiting or restricting movement. HART® is a proprietary lightweight, thin, flexible composite that “predicts a significantly lower risk of concussion” and is effective in reducing the risk of Commotio Cordis and other sports trauma related injuries. HART® has been tested by leading universities, independent laboratories, government agencies (Dept. of Defense), and testing organizations including Tufts Medical Center, Villanova University, Drexel University, independent laboratories, and OEM’s.

**Notes:**

**WinSanTor, Inc.**  
**Co-Founder & CEO: Stanley Kim**  
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**winsantor.com**

**PROBLEM:** To date, there is no approved therapy outside pain treatments for any form of peripheral neuropathy ('PN'), a debilitating neurodegenerative condition caused by various factors (e.g., diabetes, chemo, etc.). The largest subset, diabetic peripheral neuropathy, affects nearly 2/3rds of all diabetics (TOTAL diabetics: >30M in US, ~ 400M worldwide).

**SOLUTION:** The leading stakeholders were brought together to identify therapeutics for this unresolved condition that affects hundreds of millions of people. By serendipity (and some sweat), this assembly of the leading researchers in diabetic neuropathy identified a novel pathway eliciting neuropathy, and more importantly, a class of neuroprotective and neuroregenerative compounds that modulate this pathway to PREVENT AND REVERSE peripheral neuropathy. With significant support from key stakeholders, WinSanTor is developing a platform centered on this discovery to create first-in-class therapies to prevent and reverse nerve damage; including proprietary reformulations of existing entities with significant safety history that can be advanced to a cure more rapidly, as well as de novo molecules with potentially greater efficacy for varying peripheral neuropathy indications. To this end, WinSanTor's partners have committed sufficient financial resources to enable WinSanTor to begin human Phase 1 studies by early 2016.

- **FIRST-IN-CLASS CURE:** WinSanTor (WST) is developing therapies anticipated to be the first to PREVENT and REVERSE peripheral neuropathy (diabetic, chemotherapy induced and related peripheral neuropathies).
- **DIABETIC NEUROPATHY:** affects over half of the ~30 million diabetics (U.S.), subset of peripheral neuropathy
- **UNMET NEED:** there is no FDA-approved treatment for any diabetic neuropathy outside pain drugs
- **EXPEDITED REGULATORY PATH:** Our lead candidate (WST1) is a proprietary topical formulation of an existing oral drug with an established safety profile
- **PLATFORM TECHNOLOGY:** WST's pipeline includes several de novo small molecule and biological compounds (NCE) for varying indications
- **INTELLECTUAL PROPERTY:** International patents and applications to novel compounds, formulations and uses
- **COMMITTED STAKEHOLDERS:** Over \$10M (non-dilutive) has been committed to advance WST1 thru IND filing by the largest stakeholders (JDRF, NIH, CIHR)
- **VALIDATED SCIENCE:** Awarded grants were scored amongst top 1% of all NIH research grants
- **'A'-TEAM:** key opinion leaders in diabetic neuropathy + proven management team + world class advisors

## **Notes:**

## **ZERO ODOR LLC**

**Founding Partner, President & CMO: Jim Huffstetler**

**CEO: Scott Andersen**

**CFO: Robert Vakos**

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**[zeroodor.com](http://zeroodor.com)**

ZERO ODOR LLC, headquartered in Litchfield, CT, is on its way to becoming the preeminent odor elimination brand in consumer and commercial markets. The company employs breakthrough, disruptive technology to permanently eliminate odor on the molecular level, whether in the air, on surfaces or in laundry, providing a level of efficacy and therefore customer satisfaction never before experienced.

Awful odor issues are a universal problem, spanning across both consumer and institutional environments. Current technologies (fragrance masking, encapsulation and enzymes) are ineffective and short lived. Zero Odor's technological superiority has been proven in scientific testing and in consumer reviews. The company is operating in two massive consumer categories -- the US air care / odor control market is \$6 billion, and consumers spend \$11 billion annually on laundry cleaning products. The company's goal is to capture 1% of these two categories. Zero Odor is already on its way with distribution in over 12,000 store doors (Bed Bath & Beyond, Walgreen's, The Container Store, etc), and just launched Zero Odor Pro into the institutional market.

The Zero Odor brand name is powerful and allows the company to take the category high ground. With new infrastructure and dramatically decreased cost of goods, significant marketing program and growing distribution, Zero Odor is now poised to achieve dramatic growth and profitability. The company's exit plan is to grow the business to \$ 20-30 million in annual sales, and sell to a direct competitor or strategically identified company as a portfolio addition. Given the advanced state of development, Zero Odor expects that to occur in less than 5 years.

### **Notes:**