



Isomark



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Company Profile

Industry Sector: Medical device, infection detection

Company Overview: Commercializing cutting edge, patented technology developed at the University of Wisconsin. Completing initial pilot study at three centers by summer 2016. Awarded two NIH grants, \$500,000 for NICU study and \$1.7M for device development.

Applied for SBIR Phase IIB grant to conduct an additional pilot study with focus on de-risking the pathway to attract investment. Seeking \$7.5 million, in tranches, to conduct pivotal trial which is planned to follow pilot studies. Estimated time to regulatory filing is 15 months from launch of pivotal trial.

Target Market(s): Hospitals and clinics, long-term care and assisted living centers.



Key Value Drivers

Technology: Focused on rapid determination of metabolic status, including the acute phase response which is the specific shift in metabolism that is indicative of infection.

Competitive Advantage: Using breath, rapidly and at point-of-care detects severe infections up to two days before current methods, reducing costs and improving care. Signals when and when not to run specific and invasive diagnostics and/or begin treatment.

Plan & Strategy: Secure clinical data to support design of the pivotal trial, value proposition and investment. Depending on 50-subject pilot study data, an additional pilot study may be needed to further refine targeted populations. Study centers are first step in early adopter sales. Continue to stay in touch with potential strategic partners regarding distribution/sales and acquisition.



Management and Advisors

Leadership: Joe Kremer, CEO; Daniel Butz, Ph.D., CSO and co-founder

Scientific Advisors: Mark Cook, Ph.D., Warren Porter, Ph.D., Fariba Assadi-Porter, Ph.D., Marco Tonelli, Ph.D., Michael Shortreed, Ph.D., Hamid Eghbalnia, Ph.D.

Medical Advisors: Bruce Harms, M.D., Doug Coursin, M.D., Dennis Maki, M.D.

Regulatory Advisors: Janice Hogan, Phil Lavin, Ph.D., Ken Buroker, Bruce Halpryn, Ph.D. (Larta)

Clinical Endpoint Committee: Anand Kumar, M.D., Steven M. Opal, M.D., Andre Kalil, M.D.

Principle Investigators: Juan Boriosi, M.D., De-Ann Pillers, M.D., Ann O'Rourke, M.D., M.P.H., David Evans, M.D., Sara Buckman, M.D., Paul Wischmeyer, M.D., Heather Evans, M.D., Sam Galvagno, M.D.



Product Pipeline

1. The Canary, Infection Monitor: Using breath for early, pre-symptomatic warning of developing infections.

Regulatory pathway:

2. Energy balance: Based on the platform technology, determines the real-time metabolic status, energy surplus or deficit, of an individual. *Multiple market opportunities:*

Fitness: Elite athletes are the targeted early adopters, with expansion to athletic clubs after initial market acceptance.

Weight maintenance: Centers and programs focused on weight management.

Consumer: Home-based and remote metabolic monitoring.

Clinical (regulated): Target accurate caloric needs for TPN and long-term patients, monitor for metabolic changes.