

THE FUTURE OF POINT-OF-CARE DIAGNOSTICS



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This presentation includes forward-looking statements. The protection of the safe harbor for forward-looking statements as contained in the Private Securities Litigation Reform Act of 1995 is claimed for all forward-looking statements. All statements other than statements of historical facts contained in this presentation, including statements regarding SensiVida's future results of operations and financial position, business strategy and plans and SensiVida's objectives for future operations, are forward-looking statements. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect" and similar expressions are intended to identify forward-looking statements. The forward-looking statements are based largely on SensiVida's current expectations and projections about future events and financial trends that may affect its financial condition, results of operations, business strategy, short term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions. Factors that might cause actual results to differ materially from those contemplated by the forward-looking statements include risks associated with development activities, competitive pressures, general economic conditions, availability of capital, regulatory requirements and our effectiveness in achieving our stated goals. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

Our Goal

Be a leading provider of diagnostic products that:

Are painless and less invasive to patients

Provide immediate results without external lab work

Improve diagnostics accuracy of significant medical conditions

Automate data acquisition and electronic medical records

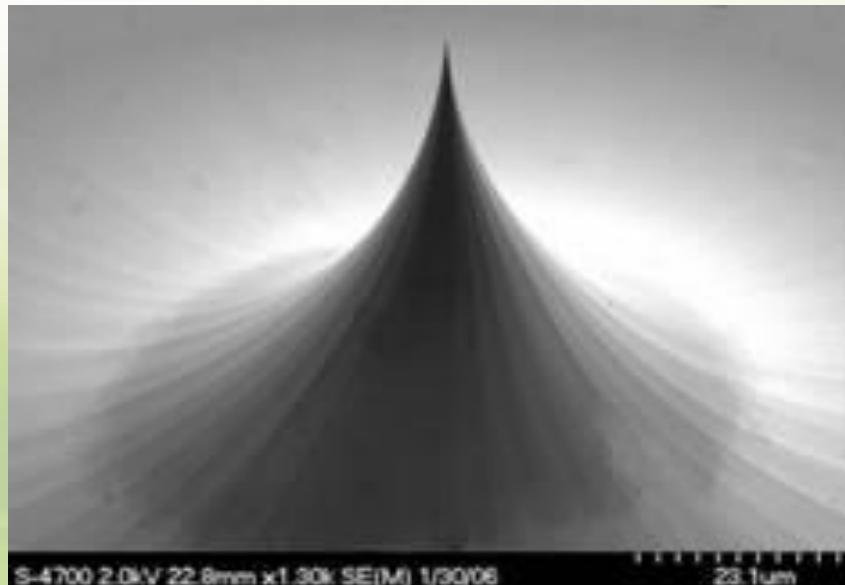
Enhance profitability of medical practices



ALLERGY, BLOOD TESTING TODAY

Diagnostics Microsystems

“Provide access to physiology painlessly”
Coupled with FDA-approved chemistry



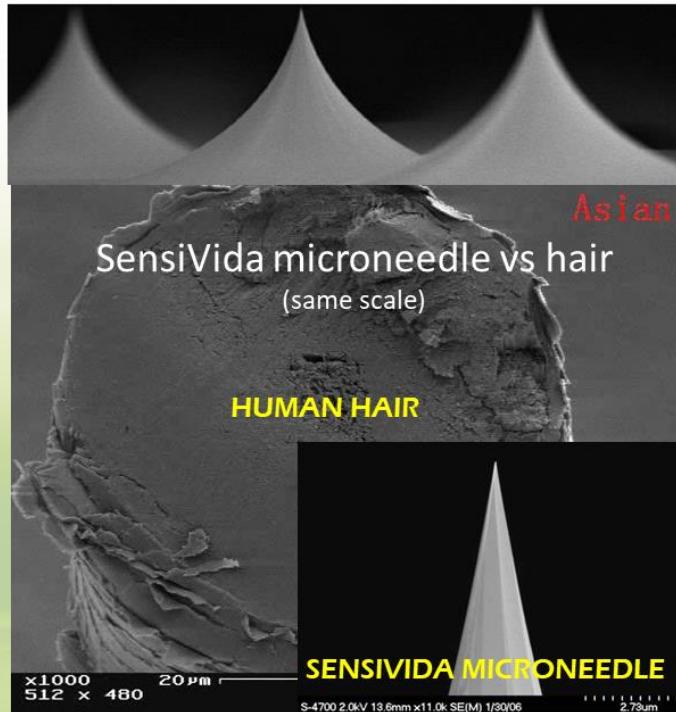
Multispectral image processing

“Sees what the eye cannot see”
Digital data electronic records

Microsystems Technology

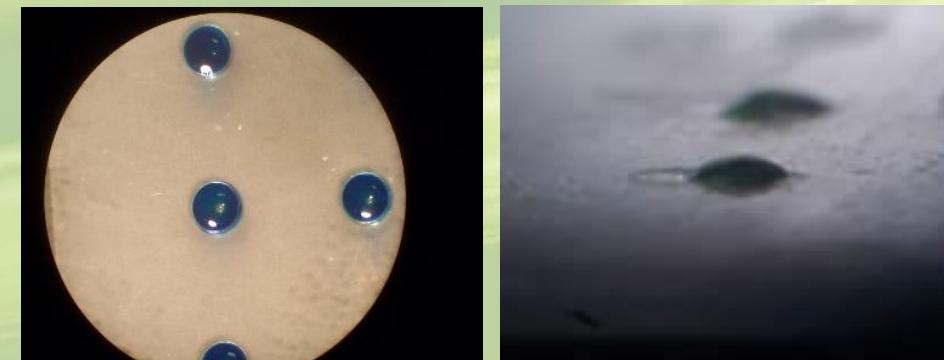
Microneedles

- ✓ 1/10 width of a human hair
- ✓ Eliminate patient discomfort and pain



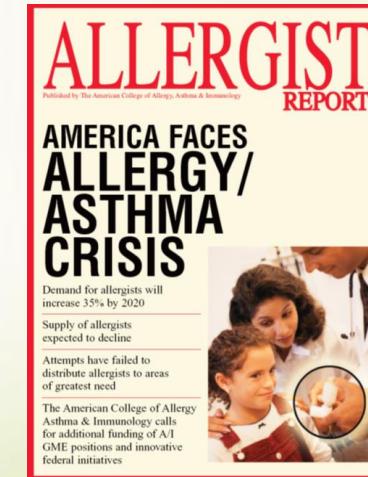
Microneedle Arrays + Chemistry

- ✓ Chemistry is packaged with μneedles in cartridge
- ✓ 40+ different chemistries can be tested rapidly



Allergy Testing- A Key Market

Estimated that 40M people in the US suffer from allergies
 US market for allergy testing >\$1.3B, growing at 7%/yr.
 Worldwide market, esp. EU, growing (ref. Technavio report)
 Growing shortage of allergists will not meet future demand
 Need for more time-effective, accurate allergy testing



Today's test is archaic, painful, inaccurate, and inefficient



Needs: standardization, improved workflow, digital capabilities

SensiVida Digital Allergy Test

SensiVida's patented digital allergy test addresses this large worldwide market

SensiVida's technology is superior and transformational

No technology in the market or in patent space offers equivalent benefits:

- Digital
- Painless
- More accurate
- Faster

Proven clinical efficacy

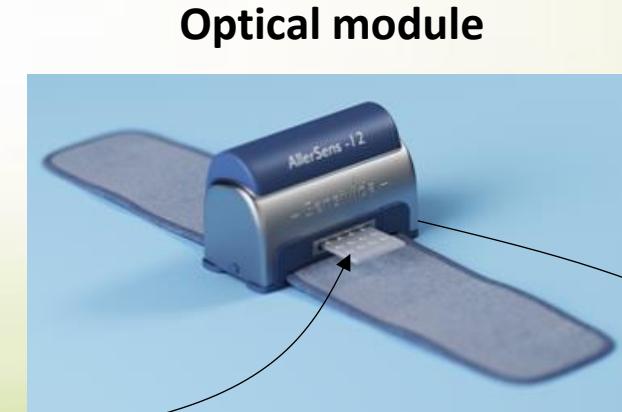
Razor-razorblade business model

- High margin consumables

Acceptance validated by primary market research



SensiVida Digital Allergy Test Product



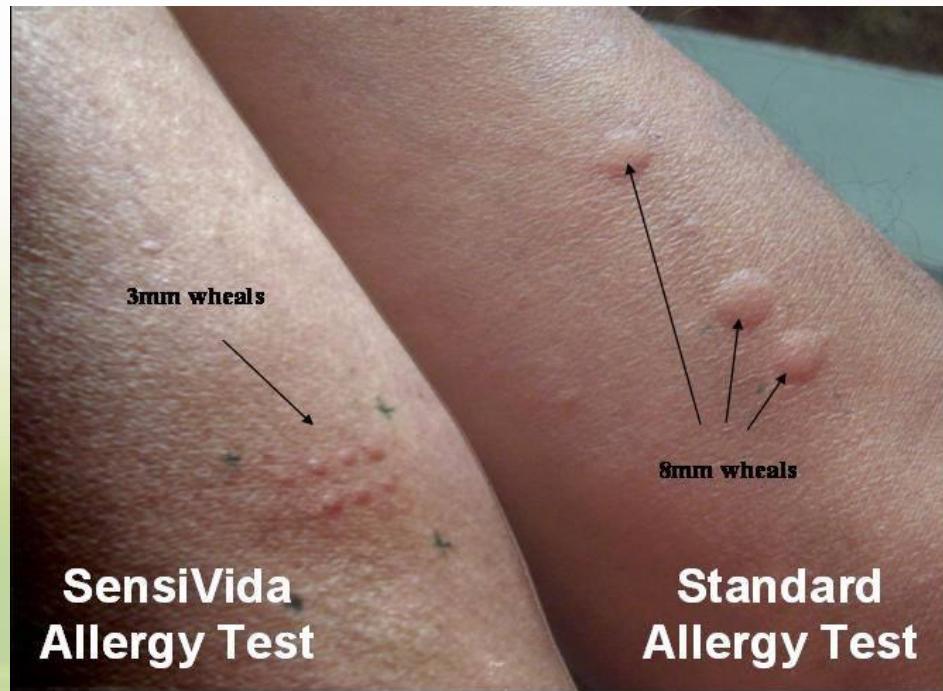
PC/software
View/analyze
GUI



SensiVida Test vs. Today's Skin Test

Reduced reactions, test areas

Reduced reactions (1/4th)

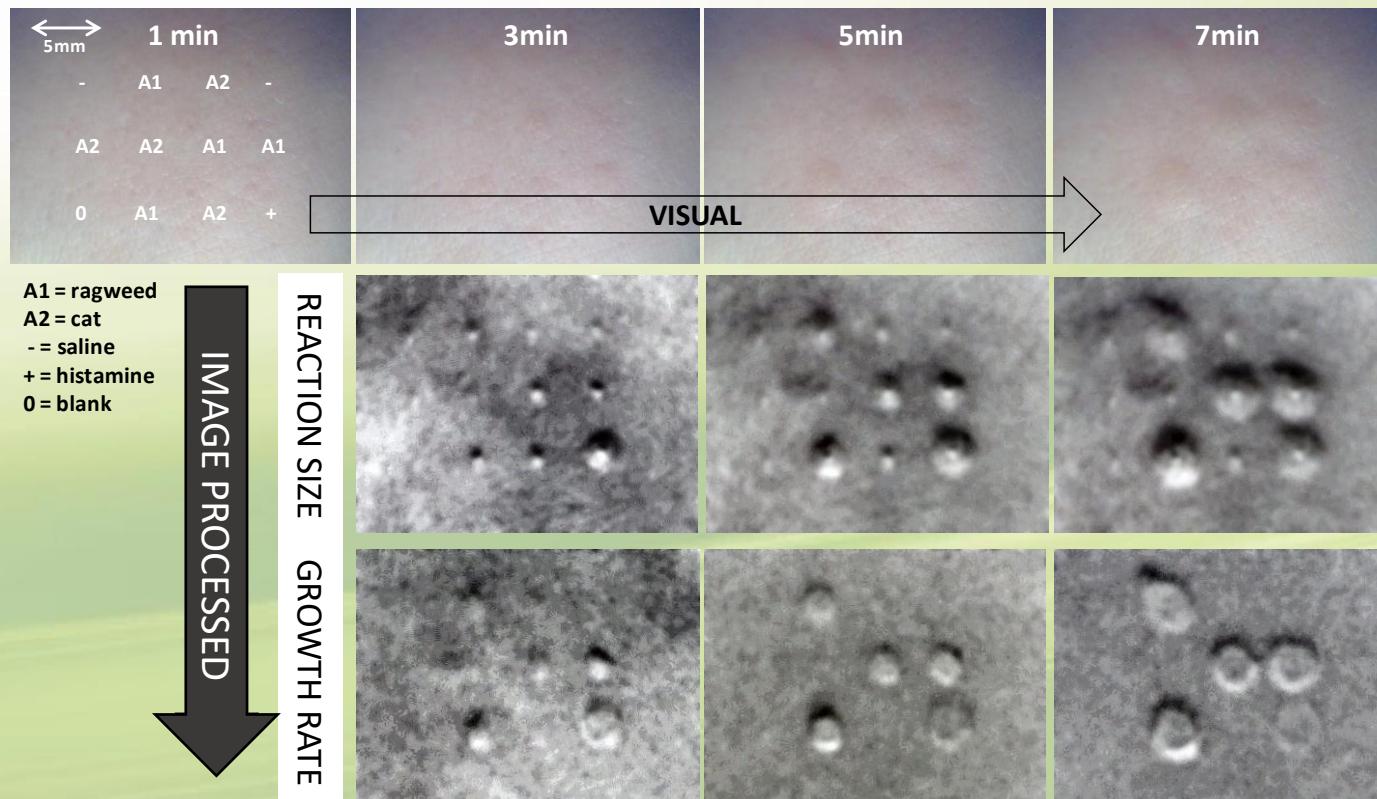


Reduced test area (1/16th)



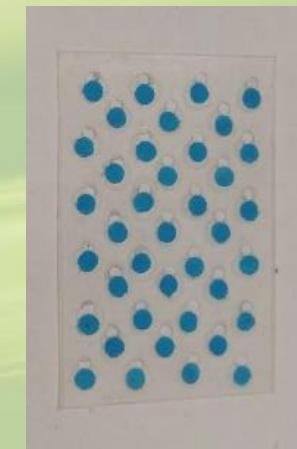
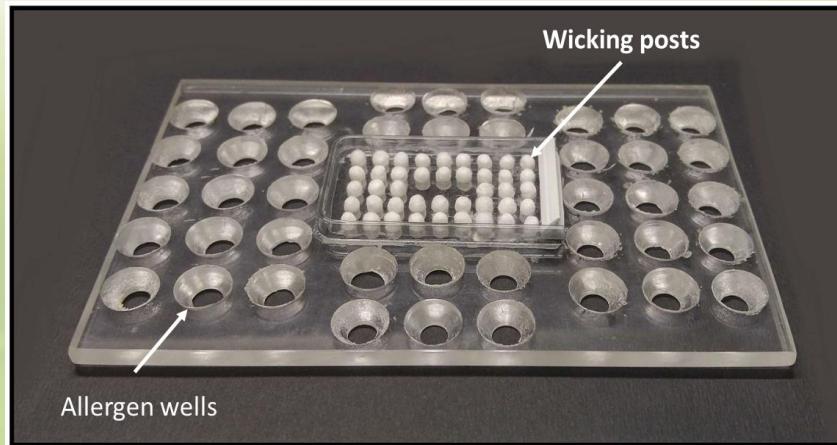
Multispectral Image Processing

- Eliminates measurement subjectivity, ambient light effects, effects due to skin color or porosity
- Can measure reactions .6mm or less (vs. 2-3mm today)
- Dynamic measurements, can measure reaction size and growth rate - **early notification anaphylaxis**



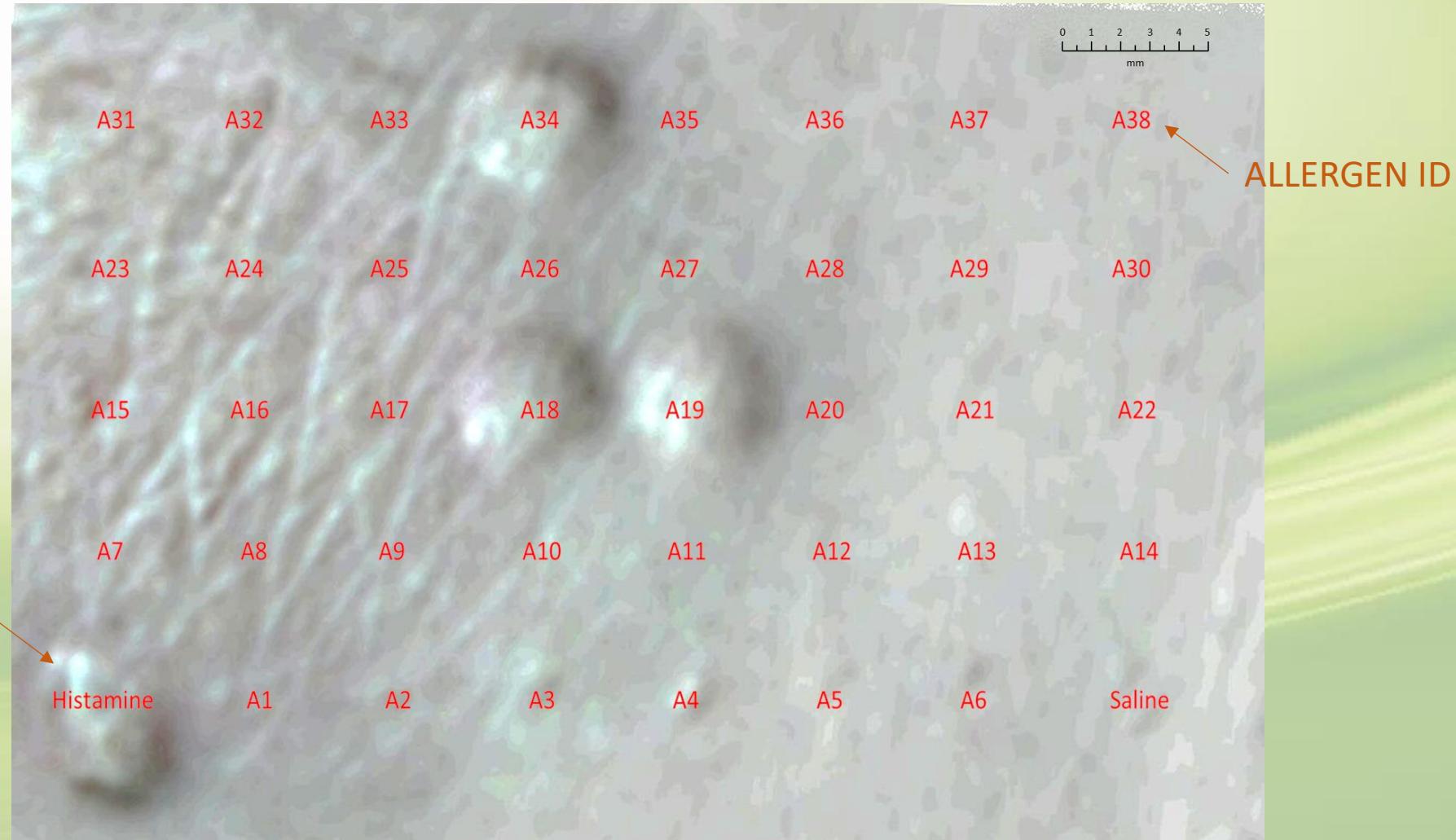
Practice-Loadable Cartridges

- A novel cartridge and allergen filling system for allergy practices has been developed
- Patent “Practice-Loadable Minimally Invasive Allergy Test System” US11931537
 - Reliable, fast filling, without significant incremental cost
 - Simple backroom process, same process for nurse
 - Tracks all allergens used and prevents/detects error
 - Supports digital documentation benefits of pre-loaded





Practice-Loadable Cartridges Clinical Results

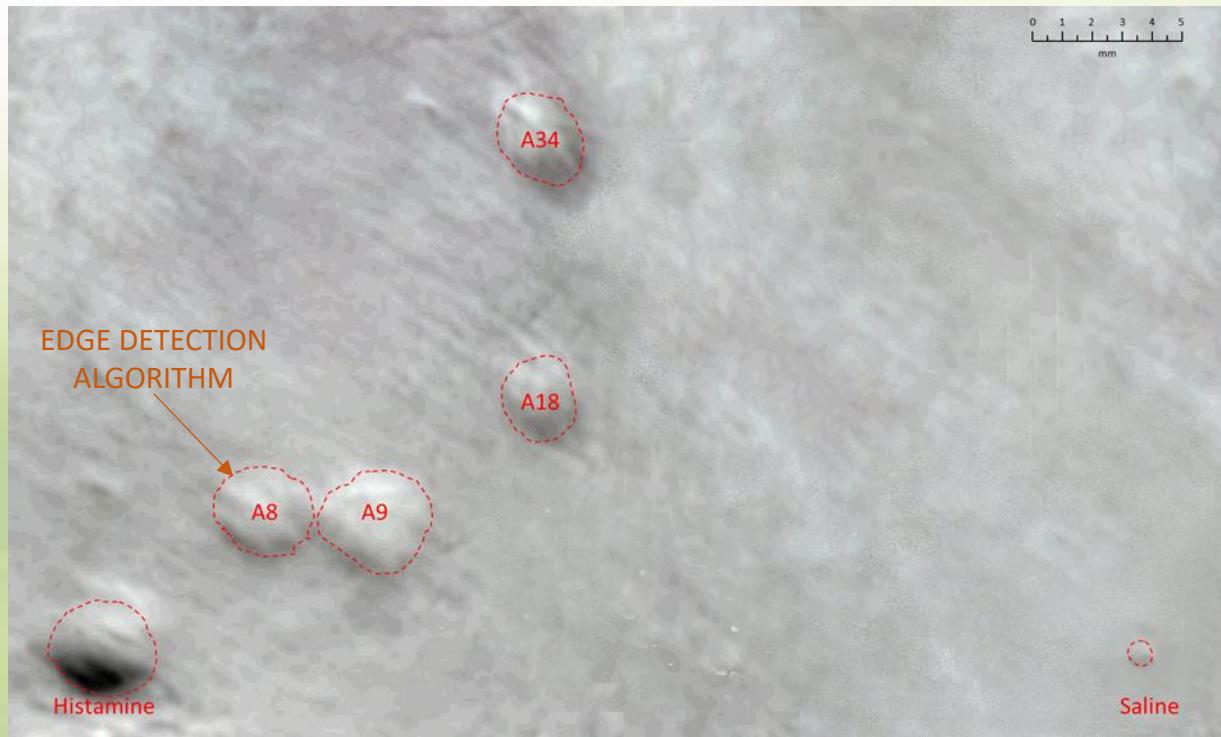


Practice-Loadable Cartridges Results

CONTROL	WHEAL DIAMETER
Histamine	3.3mm
Saline	0.8mm

POSITIVE REACTIONS	
ALLERGEN	WHEAL DIAMETER
A9	3.6mm
A8	3.1mm
A34	2.8mm
A18	2.8mm

NEGATIVE REACTIONS	
WHEAL DIAMETER<1mm	
• A1	• A21
• A2	• A22
• A3	• A23
• A4	• A24
• A5	• A25
• A6	• A26
• A7	• A27
• A10	• A28
• A11	• A29
• A12	• A30
• A13	• A31
• A14	• A32
• A15	• A33
• A16	• A35
• A17	• A36
• A19	• A37
• A20	• A38





Allergy Test Supporting Patents

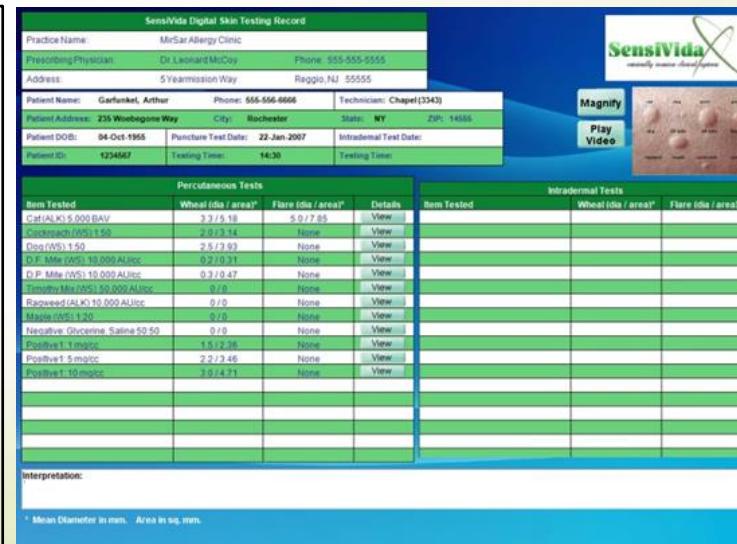
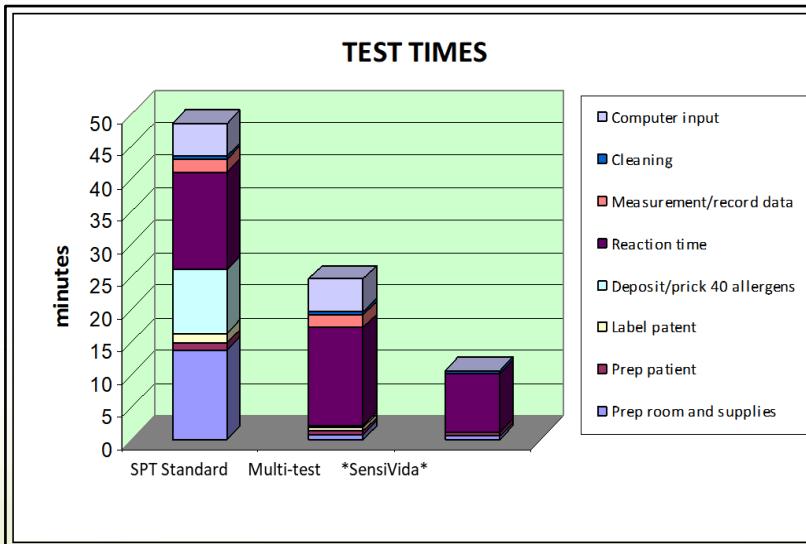
Key SensiVida allergy patent (US10244981 Mir et al)
“SKIN TEST IMAGE ANALYSIS APPARATUSES AND METHODS THEREOF”

Allergy patent recently allowed (US11931537 Mir et al)
“PRACTICE-LOADABLE MINIMALLY INVASIVE ALLERGY TEST SYSTEM PRACTICE”

Patent pending (US 18/597,743 Mir et al)
“PRACTICE-LOADABLE MINIMALLY INVASIVE ALLERGY TEST METHOD”

SensiVida Test vs. Today's Skin Test

Competitive advantages

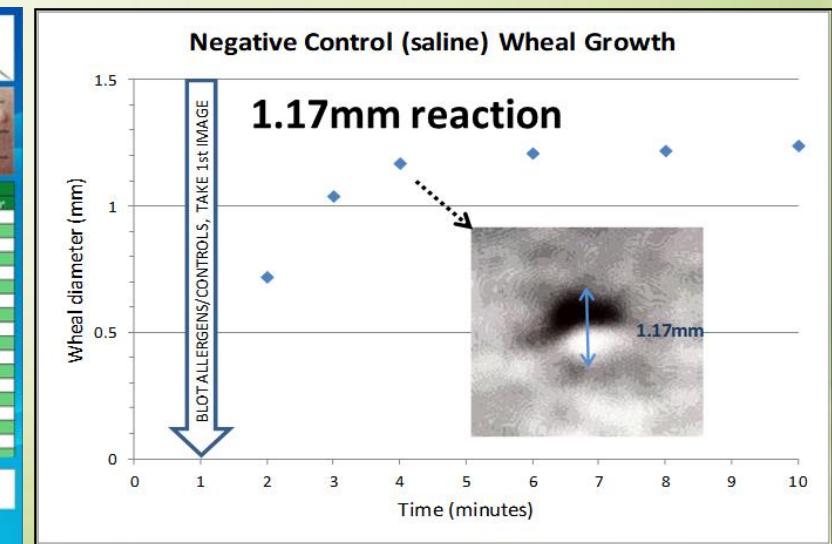


**SHORTER TEST
GREATER PRODUCTIVITY**

**IMMEDIATE DIGITAL OUTPUT
NO MANUAL DATA ENTRY**

**ACCURATE MEASUREMENT
SMALL REACTIONS**

- ❖ **Lower variability**
Today's test 20-30% variation, SensiVida test <10%
- ❖ **Mobile, remote, wireless testing possible**



SensiVida Test vs. Today's In Vitro Test

Competitive advantages

- No need to draw blood, immediate results
- Uses microneedles 1/10th width of human hair- totally painless
- More accurate than today's in-vitro test
 - In-vitro test shows a high rate of false positives (>30%)
- Limited reimbursement of in-vitro test by Payers is a deterrent to allergists
 - Skin Prick testing is a significant component of allergists' earnings
- Higher cost and delays resulting from blood being drawn from patient and transported to clinical laboratories are inherent with the in vitro laboratory model



Target Markets



U.S. Allergists - First Target Market

MARKET TRENDS

- 40M of U.S. suffer from allergy
- Many go undiagnosed
- PCP sees on average 1 patient a day with allergy symptoms
 - ~6M have Skin Prick Tests
 - ~32M go untested
- US market = 7% CAGR
- 40+ allergens tested- typical
- Skin Prick Test reimbursed \$4-\$8 per allergen- \$7 average

SENSIVIDA TARGET SEGMENTS

- Approximately 4000 U.S. Allergists
 - 54% growing practices
=> SensiVida's primary target
 - 30% stable practices
=> SensiVida's secondary target
- Long waits to appointments
- Allergists test ~ 4-8 patients/day
 - Testing is important source of income
- Second customer segment
 - Walk-in retail clinics, point-of-care

Allergists: Primary Market Research

SensiVida market research studies

- Survey of 50 U.S. allergists and nurses
- In-depth face-to-face interviews with 7 allergists
- Telephone recorded interviews with 20 US allergists were conducted to assess views on technology, pricing, adoption

RESULTS

69% of doctors believe that the SensiVida digital allergy test will lead to better clinical outcomes than today's skin prick test

Price points of \$40 for 40 allergen cartridge and \$700 for system well received (>4.5 out of 5 rating when 5 is max)

Allergist Feedback

Potential to improve testing due to standardized results

SensiVida's test may break down some barriers to diagnosis in children

Is less painful and quick, could attract more patients and increase access

The optoelectronic imaging module is potentially the most advantageous portion of the overall system for marketing and acceptance. The imaging of reactions can give valuable temporal and spatial information about the reactions that currently is not available

Currently, the process of allergen administration is highly dependent on physical skill in delivery, and is distinctly non-quantitative in its interpretation

Useful for dark-skinned individuals

Could be a new standard of care

(current) skin testing is embarrassing- anything that's going to standardize, is reproducible, and quantifiable will be great.



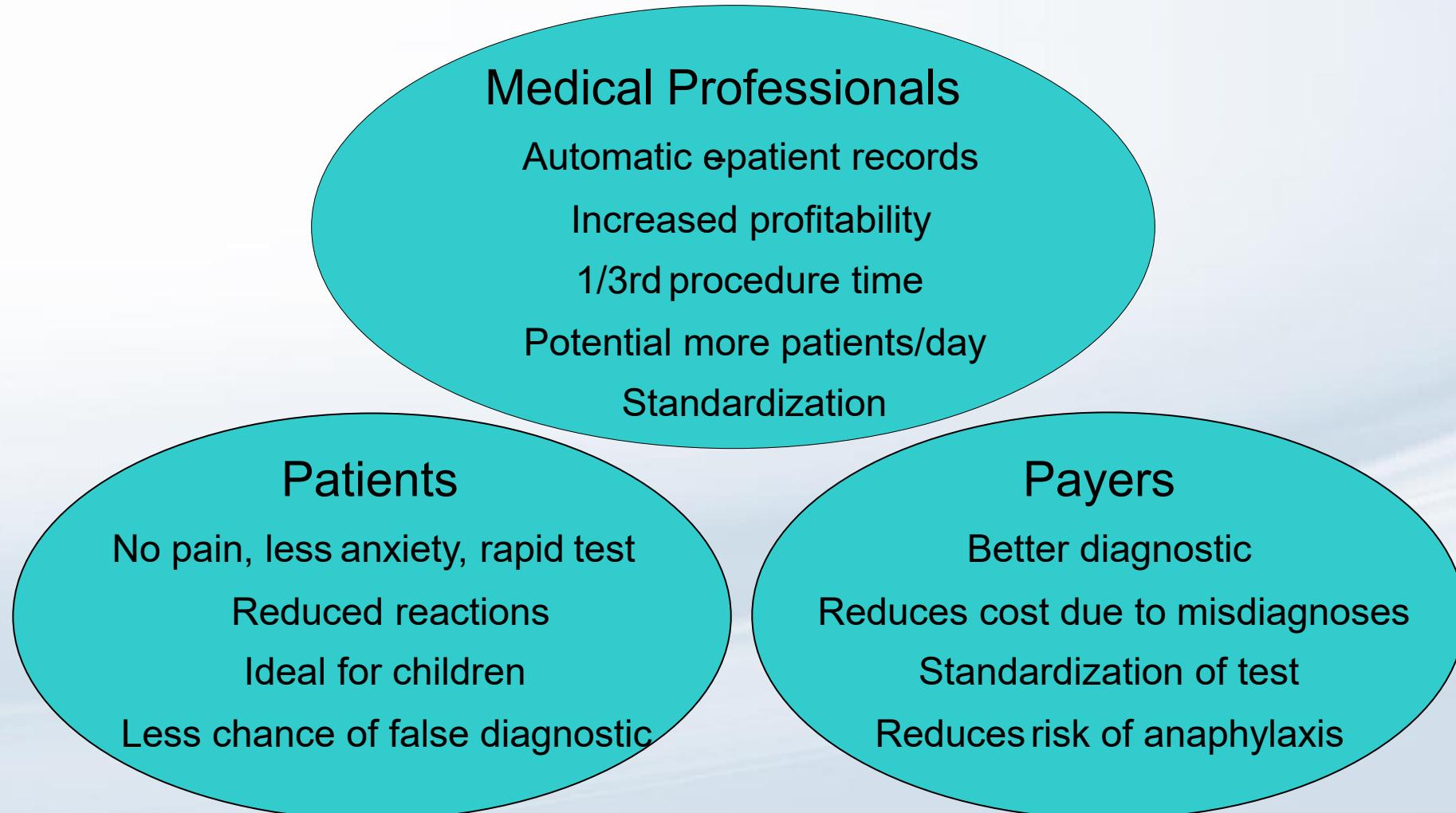
Payers (HMO's): Market Research

- **In-depth interviews with 15 U.S. private Payers**
 - Representing 112M covered lives, 1/3 U.S. population
 - Interviewed: Medical Directors, Policy Directors
- **ALL PAYERS STATED THEY WILL REIMBURSE SENSIVIDA TEST USING CURRENT SKIN PRICK TEST PCT CODE**

A SIGNIFICANT OUTCOME



Summary: The SensiVida Value Proposition





Clinicals/Commercialization Timelines

510(k) Submission (Class II)

- Already WIRB approval- designated non-significant risk (Allergen dosages are greatly reduced)
- “Predicate device”: ComfortTen multi-head test by Hollister-Stier
- Allergen extracts will all be FDA pre-approved products
- Practitioner uses digital data to diagnose (system does not diagnose)
- Study Design
 - ✓ Multi-center study comparing the SensiVida System to the current Skin Prick Test.
 - ✓ SensiVida test will be performed on one arm, Skin Prick Test on the other arm of each patient.

“Non-Combination” practice-loadable product first to market

- Allergist segment, allergens are filled at practice (like multi-test)
- Non-combination much easier FDA process, may require only 50 patients (TBD)
- Pre IDE submission, meeting planned with FDA

“Combination” pre-filled cartridge product second to market

- Retail clinics, GP's, Pediatrics, ENT's segments



\$7M Investment - Use of Proceeds

Design/demo cartridge and opt. module for IRB clinicals, pre-submission FDA, start IRB clinicals	(8 mos after funding)	\$1.0M
Complete IRB clinicals	(11 mos after funding)	\$1.5M
Complete cartridges and optical module system for FDA trials, start FDA trials	(14 mos after funding)	\$2.1M
Complete FDA trials, file 510K, finalize design for cartridge and optical module	(18 mos after funding)	\$3.2M
Tooling/pilot manufacturing of cartridges and optical module	(21 mos after funding)	\$4.1M
FDA response and approval, first manufacturing tests, inventories	(24 mos after funding)	\$4.8M
Product launch, sales in place	(27 mos after funding)	\$5.5M
Cash flow positive	(33 mos after funding)	\$7.0M
		\$7.7M*

3mos FDA delay
↓

Use of proceeds/breakdown of expenses		\$7M RAISE	
USE OF PROCEEDS SUMMARY	BUDGET	CONTINGENCY	% PROCEEDS
SALES AND MARKETING G&A	\$276,611		4.0%
ADMINISTRATIVE G&A	\$896,561		12.8%
OPERATIONS G&A	\$317,914		4.5%
R&D AND CLINICALS	\$3,065,786		43.8%
EMPLOYER PAID PAYROLL TAX AND EMPLOYEE BENEFITS	\$727,668		10.4%
FACILITIES	\$200,855		2.9%
CAPITAL, EQUIPMENT	\$317,823		4.5%
DEBT ACCOUNTS PAYABLE	\$509,599		7.3%
CONTINGENCY		\$687,184	9.8%
TOTAL FINANCING	\$6,312,816		100.0%

* Add \$700K raise post launch



Cash Flow Projection

US Allergy only

SensiVida Medical Technologies Financial Summary							
		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6
Totals (\$)							
Revenue total		\$0	\$0	\$10,384,400	\$51,859,496	\$156,453,337	\$281,813,680
Revenue allergists				\$10,112,000	\$39,863,896	\$101,586,150	\$206,645,376
Revenue clinics					\$10,967,240	\$52,330,574	\$70,173,178
COGS				\$2,476,000	\$11,087,934	\$32,420,998	\$57,860,018
Distribution				\$808,960	\$5,382,560	\$18,593,007	\$30,566,266
SIC: Licensing , Waste				\$257,208	\$1,258,949	\$3,777,487	\$6,793,474
Gross Profit Margin				\$6,842,232	\$34,130,054	\$101,661,845	\$186,593,923
GM as a % of Revenue				66%	66%	65%	66%
R&D, Clinicals		\$914,017	\$2,265,450	\$2,014,056	\$4,612,118	\$9,379,182	\$15,091,495
SG&A total		\$709,195	\$1,228,456	\$1,848,085	\$10,555,053	\$32,256,962	\$56,011,949
Sales and marketing		\$22,800	\$125,400	\$406,244	\$8,296,324	\$28,920,251	\$51,696,362
Total Operational Expenses		\$1,623,212	\$3,493,906	\$3,862,141	\$15,167,171	\$41,636,144	\$71,103,444
Earnings: EBIT		-\$1,623,212	-\$3,493,906	\$2,980,091	\$18,962,883	\$60,025,701	\$115,490,478
Valuation by multiples (\$)							
Value EV/EBIT*	Multiple	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6
Value EV/EBIT*	17				\$322,369,006	\$1,020,436,920	\$1,963,338,132
Value EV/Revenue**	4			\$41,537,600	\$207,437,983	\$625,813,347	\$1,127,254,719

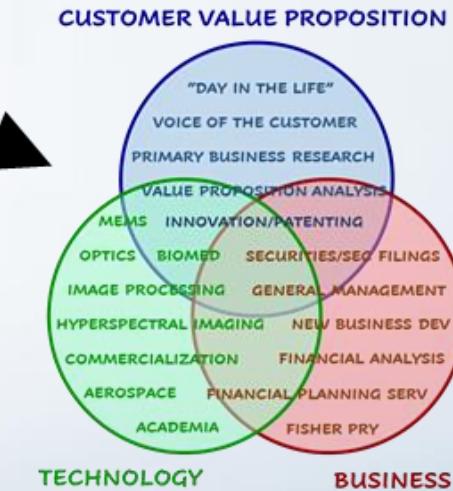
*Finexpert

**TopTier

SensiVida Management Team

THE TEAM

- Award winning team with broad corporate/academic **experience**
 - ✓ Life sciences, R&D, engineering, software
 - ✓ Business, finance
 - ✓ Customer Value Proposition, marketing
- GM experience
- Entrepreneurship experience
- Team jointly holds 200+ patents



PARTNERSHIPS AND CONSULTANTS

- Partnerships with industry experts in key fields
 - ✓ World-renowned allergist (led our WIRB clinicals)
 - ✓ Biomedical advanced product dev./manufacturing
 - ✓ FDA clinicals advisors/Call Center Specialists
 - ✓ Business research, Voice of the Customer assessment
 - ✓ Biomedical devices sales/marketing firm
 - ✓ Legal, securities, patent law



SensiVida Opportunity Summary

SensiVida has developed and demonstrated a painless, faster, more profitable, accurate digital allergy test than today's manual Skin Prick Test

- Provides immediate test results painlessly and without drawing blood
- Clinical data show improved accuracy over skin prick test, today's "gold standard"
- Market research shows positive purchase intent by U.S. allergists at projected price points
 - Streamlines practice workflow and enhances profitability
- Payers say they will reimburse test using current skin prick test PCT code
- High volume consumable "razor-razorblade" business model
- "Bottom-up" financials based on sales/adoption and primary business research
- **Projected revenue \$280M yr. 6 in the U.S. with a GM > 60%**
- **Yr. 6 valuation estimated over \$1B excellent projected return on investment**
- Two allergy test patents in place, one pending

SensiVida

Micro-Optic Clinical Systems



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