



## Avisa Pharma, Inc.

**Company Overview:** Avisa Pharma, Inc., is a clinical stage company developing a proprietary, point-of-care biomarker BreathTest™ for the rapid and accurate monitoring of *Pseudomonas aeruginosa*, a deadly and multi-drug resistant pathogen that compromises lung functionality for patients with Cystic Fibrosis (CF) or Ventilator Associated Pneumonia (VAP).

**Problem:** Current detection methods have no "gold standard" that is precise, timely and easy to administer. These methods are either invasive, and therefore traumatic to the patient and unsuitable to repeated use, inaccurate, leading to under or over diagnosis, take days rather than minutes to confirm test results and are costly.

**Solution:** The Avisa AV-U13 is an early, non invasive, accurate detection breath test with rapid results confirmation. This vital test enables proactive use of antibiotics, which can lead to better outcomes including: response to therapy, reduced morbidity/mortality, shorter hospitalization and costs, less lung damage, fewer side effects from antibiotics and improved life expectancy and quality of life. Avisa is also developing a portable laser detection device that will detect and measure the presence and levels of infection.

**Business Model:** A de-risked approach exploiting the new use of an existing drug currently on the market for *H. pylori*. The Avisa BreathTest is regulated as a drug/device combination by the FDA, thereby allowing a 510(K) predicate device pathway. This significantly shortens the FDA market clearance time allowing for less capital funding and a planned exit or liquidity event within two years.

**Market Opportunity:** Rapid detection and monitoring of lung bacterial load will revolutionize the treatment and quality of life for over 60,000 CF patients and over 2.5 million patients on ventilators worldwide while contributing to lower healthcare costs. There were 36,000 VAP deaths in the U.S. resulting from *P. aeruginosa* caused pneumonia in 2009. The company believes that its BreathTest can also be effective detecting and measuring infections in Hospital Acquired Pneumonia and Community Acquired Pneumonia. The company believes it has the potential to create a \$1 billion BreathTest and laser detection device market worldwide for VAP and CF.

**Competitive Advantage:** Large, focused market, issued use patent, first to market, and management team resources with over 200 years of combined experience in the life sciences.

**Management Team:** David S. Joseph, an experienced, successful, life science entrepreneur and Graham Timmins, Ph.D., co-inventor of the patented technology.

**Funding Request:** \$1.5 million A-Round, drug development and CRO expenses, and \$6 million B-Round, clinical trial and market development.



**DAVID JOSEPH**

*Investors: Founders  
Year Founded: 2010  
Employees: 1*

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*In Attendance:  
David S. Joseph, co-founder, CEO  
Graham Timmins, co-founder, CSO*