



Caldera Pharmaceuticals, Inc.

Company Overview: Caldera leases drug discovery measurement equipment. Our high-throughput, label-free XRpro® equipment saves the typical customer \$500 thousand/month in chemical reagent costs and provides simultaneous efficacy and side effect data.

Problem: Pharmaceutical discovery customers spend \$500 thousand/month on chemical reagents to measure a set of drug candidates. These measurements typically estimate a single property, such as efficacy or a particular side effect mechanism. In addition to direct costs, inadequate early stage data causes the 95 percent preclinical failure rate (at a cost of \$5 million per failure) and the 90 percent clinical failure rate (at a cost of \$100 million per failure).

Solution: Caldera's high-throughput XRpro equipment measures binding and function against multiple targets (efficacy) and cross targets (side effects). XRpro eliminates chemical reagents, producing 99 percent cost reduction. XRpro significantly improves the chance that the correct drug compounds are selected for further investment.

Business Model: Lease XRpro equipment on a flat-rate or per use basis.

Market Opportunity: The annual market is expected to be ~250 XRpro instruments, with a total market of 1500 units.

Competitive Advantage: Issued and pending patents.

Management Team:

- Benjamin Warner, CEO, Ph.D., Chemistry, MIT. Serial entrepreneur, co-developed technologies that formed four companies. Experience in pharmaceuticals, patenting, and marketing.

- Lori Peterson, COO, MS, Molecular Medicine; MPH, Epidemiology. More than 20 years experience in disease etiology and clinical trials. Previously National Cancer Institute, American Cancer Society, Centers for Disease Control, MD Anderson, and Fred Hutchinson Cancer Center.

- Joe Abrams, advisor. M&A transactions more than \$1 billion; co-founded Intermix/MySpace (sold to News Corp. for \$580 million); co-founded Software Toolworks, Inc., (sold to Pearson, Plc. for \$462 million).

- Gregg Rzepczynski, legal, MBA, JD, Loyola. More than 20 years business and securities law experience, multiple securities licenses.

Exits: Comparable companies sell for 2-5 times per share in acquisitions (e.g. Biacore, Molecular Devices, Veeco).

Funding Request: Caldera is seeking \$3-\$5 million to be used for expansion, including manufacturing and marketing XRpro instruments.



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Investors: Founders, accredited investors

Company: Privately held, C-corp.; 5 year operating history; cash-flow positive

Employees: 8

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In Attendance:

*Benjamin Warner, CEO
Lori Peterson, COO*

Revenues/Projections:

<i>2009:</i>	<i>\$</i>	<i>1.7M</i>
<i>2010:</i>	<i>\$</i>	<i>1.7M</i>
<i>2011:</i>	<i>\$</i>	<i>3M</i>
<i>2012:</i>	<i>\$</i>	<i>16M</i>
<i>2013:</i>	<i>\$</i>	<i>29M</i>
<i>2014:</i>	<i>\$</i>	<i>57M</i>
<i>2015:</i>	<i>\$</i>	<i>107M</i>