

Fluonic

Fluonic

Company Overview: Fluonic is an early stage medical device company that is creating a new generation of infusion therapy systems based on a proprietary disposable flow rate sensor.

Problem: Infusion therapy accuracy and reliability is a major healthcare challenge affecting treatment's outcome, safety and cost. Over the past three years, the FDA has required the recall of more than 600,000 infusion pumps, resulting in direct cost to the industry greater than \$250 million. Infusion administration accuracy and safety is part of a larger \$6 billion problem of adverse drug events that the U.S. healthcare community is now trying to address. Current infusion pumps operate in an open-loop mode where the pump's control is not 'aware' to the actual administration rates that are being delivered, resulting in limited accuracy and inability to detect malfunction.

Solution: Fluonic infusion systems allow medication administration flow rates to be constantly monitored to a high degree of accuracy, and thereby offer a high-profile, economical method to improve administration control and safety. Fluonic's electrical time-of-flight flow rate sensor, based on years of research at Sandia National Laboratories, can be incorporated in the disposable infusion set, at a manufacturing cost of less than \$0.05 per unit at high volumes.

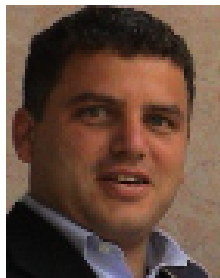
Business Model: Fluonic plans to establish alliances with several international infusion device companies, to introduce its proprietary infusion systems or implement the sensor into their infusion systems on a broad scale. A 510(k) FDA approval is anticipated, and manufacturing will be OEM'd. Fluonic intends to gain revenue from licensing, sensor sales and sales of its own infusion systems.

Marketing Opportunity: Fluonic is expecting to gain dominance in the market for disposable sets for infusion pumps which is estimated at one billion units world-wide. In addition, Fluonic will gain share of the gravity (general) infusion market by introducing flow control solutions to markets where infusion pumps are cost prohibitive. Fluonic's long term vision is to establish flow sensor technology as the next standard of care.

Competitive Advantage: Fluonic's patent-protected technology represents the only closed-loop delivery confirmation sensor that can meet acceptable price for disposable application (less than \$1.00).

Management Team: Amir Genosar (CEO); Dr. Seth Miller (CSO); Mike Stout, RPh (Dir. business development), Dr. Randy Hoffman (advisor).

Funding Request: \$2 million seed investment to reach pilot commercialization phase.



AMIR GENOSAR

FLUONIC
4361 13th Street
Boulder, CO 80304
(303)926-7256
amir.genosar@fluonic.com

In Attendance:
Amir Genosar

Revenue Forecast:

| | |
|-------|----------|
| 2010: | \$ 0 |
| 2011: | \$ 9.75M |
| 2012: | \$ 16.9M |
| 2013: | \$ 24.6M |
| 2014: | \$ 44.6M |