



## InLight Solutions, Inc.

**Company Overview:** InLight Solutions is developing a convenient, non-invasive measurement device for blood glucose measurement in diabetics to usher in a new era in diabetes management.

**Market Need:** Frequent blood glucose monitoring is the cornerstone of diabetes management but current glucose monitoring methods require an invasive "finger stick" to procure a blood sample for testing. People with diabetes site pain, difficulty in procuring a blood sample, and inconvenience as the major barriers to frequent blood glucose monitoring. The 246 million people with diabetes create a worldwide market in excess of \$8 billion that is experiencing a compounded annual growth rate of 9.8 percent.

**Solution:** InLight Solutions, Inc. has developed and successfully tested a noninvasive glucose monitoring system that uses light as the measurement modality. The measurement process is completely noninvasive. The measurement process involves a simple 3-step process:

1. Apply a small amount of ultra-sound like gel to finger
  2. Place finger in device
  3. Read result in 60 seconds
- NO FINGER STICK. NO BLOOD. NO PAIN.

The product is targeted to be the first noninvasive glucose monitoring system to replace invasive testing being done in the home.

**Business Model:** Overall profitability is driven by the high margin (greater than 85 percent) gel consumable while instruments are placed with a 30 percent gross margin. Market research has shown strong market acceptance of unlimited testing for a single daily fee. Initial pricing will be at \$9 per day with subsequent reductions to approximately \$5 per day, which is cost equivalent with existing testing methods.

**Competitive Advantage:** Despite significant investment for more than 20 years, no other company has been able to demonstrate noninvasive glucose measurements with the accuracy needed for management of blood glucose. InLight Solutions has completed a 1,000 sample, 35 patient study that demonstrates measurements results with 88 percent region A measurements on a Clark error grid. The technology used is protected by more than 65 issued patents and 10 new applications.

**Use of Funds:** Financing proceeds will be used to add additional technical resources, and initiate design control consistent with FDA standards. The initial financing amount is \$10 million.

**Foundation:** The noninvasive glucose monitor program was originally funded by Johnson & Johnson. J&J concerns with cannibalization of existing business, the proposed business model and accuracy lead to the cancellation of the J&J funding. InLight terminated J&J rights to the technology and procured \$1.5 million in seed financing. The team has addressed prior concerns with measurement accuracy, business model and cost of goods. Resources are now focused on product realization.



**RIES ROBINSON**

*Investors: Founders*

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*In Attendance:  
Ries Robinson, CEO*

*Revenue Forecast:  
(post FDA clearance)*

2012:	\$	3.5M
2013:	\$	27M
2014:	\$	67M
2015:	\$	184M
2016:	\$	353M