Elife Genomics, LLC Delaware, US

Funda Suer, CEO T (646) 457-0085 funda@elifegenomics.com https://www.elifegenomics.com

Industry: Biotech, Life Sciences, Reproductive, Diagnostic Clinical Lab. Services

Management:

Funda Suer, MSc, PhD, FACMG, DABMG, Assoc Prof, CEO (15 yrs experienced in clinical genetics test development& directorship) Milind Mahajan PhD, Assoc Prof, Rutgers University, Med Sch, Dept of Genomics (20 yrs experienced test development, operations, genomics), CSO

Advisory Board: TBD

Scientific Advisory Board:

Mert Bahtiyar, MD, Assoc Prof. ObyGyn, Chief of Maternal Fetal Med, Yale Joe Barrows, PhD, MBA, Head of Bioinformatics, Business, Natera

Number of Employees: 3

Finance:

Funding to Date: \$10K plus 2+ yrs of founder sweat equity

Funding Sought: \$1.83MM Use of Funds CLIA application, test validation (\$350K) Clinical Trials for NYDOH application and approval of NIPT and FGS screening (\$550K) Patent application (\$50K) Operating cost (\$878K), including sales and marketing, R&D.

IP:

Provisional stage

Company Description/ Background:

Elife Genomics provides expectant parents with precise, early insights into their baby's genetic health. There is a huge shift to diagnose and treat disorders in utero: that is how Pre-Life started. Our mission is to offer more informative, accurate, fast, and user-friendly prenatal genetic testing, ultimately bringing families greater peace of mind.

Problem:

Current prenatal genetic testing options present significant drawbacks: Invasive procedures carry risks like miscarriage and infection, other methods lack direct fetal testing. Both are very limited in scope and miss numerous critical genetic conditions. Consequently, over 400 treatable/known genetic diseases may go undetected or be identified too late for effective management.

Solution:

Elife Genomics's non-invasive, fast, comprehensive test (Pre-Life) represents a change in the standard care which has been defined by broader panel, less comfortable, more expensive, invasive tests. Fast results ensure timely decisions and cures. It starts with a sample of blood taken from the expectant mother as early as 6-10 weeks into pregnancy. Utilizing our unique, proprietary methodology, fetal DNA is isolated and comprehensively analyzed. Then, genetic counselors review and deliver results to the parents within 10 days.

Market:

The global prenatal testing market is surging, expected to hit \$30 billion by 2026 (13.5% CAGR). With over 140,000 annual births in NY, including 40,000 in Westchester, we are poised to capture significant market share through early and comprehensive testing. Our intended market: at first high-risk expectant parents and those with family history, reached via hospitals and OB/GYNs. Later every baby.

Competition / Competitive Advantage:

Traditional genetic testing services use invasive, risky methods (needle). Meanwhile, the alternative, non-invasive methods are not comprehensive enough, detecting less than 10% of known diseases.

Traction and Progress:

Prototype completed June, 2024. We're leveraging partnerships with Rutgers University Genomic Core (DNA sequencing) and IdentifAI (AI models) to reduce capital costs and accelerate studies, which are underway or launching.

Future Plans and Milestones:

This year: non-dilutive grants (national, state, international) and key partnerships (Yale Fetal Medicine Clinic, NYCM/BioInc). Next 6-12 months: get funding for test validation and complete CLIA & State regulatory test approvals to launch.

Financial Forecast:

Founder: \$10K investment, 2+ years sweat equity. This year: (Yr 0) non-dilutive grants (national, state, international), with a focus on women's health disparities and woman-initiated business grants. (1 SBIR included in the assumptions), Yr3 buying sequencer to cut COGS).

(in 000s)	Year 0	Year 1	Year 2	Year 3	Year 4
Revenue	\$314	\$4 <i>,</i> 750	\$12,000	\$18,000	\$30,000
Operating Expenses	\$878	\$1,238	\$3,277	\$4,777	\$7 <i>,</i> 337
Net Income	-\$575	\$3 <i>,</i> 502	\$7,723	\$13,213	\$22 <i>,</i> 653
CAPEX	\$10	\$10	\$1,000	\$10	\$60

