

RealSeq Biosciences

2125 Delaware Ave, Suite B
Santa Cruz, CA 95060
realseqbiosciences.com

Management Team:

Sergio Barberan-Soler, PhD- CEO
Anne Scholz, MBA-COO
Sergei Kazakov, PhD, CSO

Founded: 2019**Legal Structure:** C-Corp, Delaware**Law Firm:** Wilson Sonsini**Financing To Date:** Grants \$2.5M**Financing Objective:**

Series Seed \$2.5M

Funding Support:

- Launch RiboMarker™ platform
- Achieve CLIA certification/launch LDT services
- Expand business operations

Revenue

2021: \$445k

2022: \$700K >50% growth

Milestones:

2 research products and CRO launched 2019

2 NIH Phase II SBIR grants

10 Patents awarded

Projected >\$55M Revenue 2026

Customer Highlights:

- Extensively used by researchers at biotech and academic institutions



Company Overview: RealSeq Biosciences has developed a unique proprietary platform for comprehensive detection of highly informative gene expression disease biomarkers. Our goal is to expand the available set of biomarkers to include those only detectable by our platform. The company is at the commercial stage and looking to scale operations. This is a unique opportunity to join a highly innovative early-stage revenue generating biotech company prior to rapid growth.

The Problem: Circulating, cell-free RNA (cfRNA) biomarkers are real-time reporters of biological states. They offer the opportunity to fundamentally improve diagnosis, progression, and treatment of many diseases. Currently only a tiny fraction of the total cfRNA population in blood is detectable resulting in biomarker discovery pipelines focusing on <10% of circulating RNAs. The National Institutes of Health (NIH) recognized this problem and awarded RealSeq more than \$2.5M in grant funding to develop groundbreaking technology to address it. The full potential of these dynamic biological indicators won't be exploited until the complete complement of cf-RNAs in blood is revealed.

The Solution: RealSeq Biosciences has developed a technology platform that is agnostic to structural, sequence, and modification variations found in the circulating, cfRNA population. Our technology enables the most comprehensive detection of cfRNA including RNA fragments that can found in any biofluid sample type - blood, saliva, urine. RealSeq reveals the full set of potential cfRNA biomarkers across a vast number of diseases including cancer and infectious disease.

Our Unique Technology: RealSeq's RiboMarkers™ are molecular signatures and real-time reporters for disease and disease dissemination. RiboMarkers are small RNAs that we identified using our novel, patented RealSeq™ sequencing

technologies. Our initial RiboMarker program focuses on debilitating fungal diseases which are difficult to detect and where disease dissemination is critical to patient outcomes.

Market: The Genomic Biomarker global market was \$4bn in 2020 with a CAGR of 12%. cfDNA biomarkers dominate the space, however, cfRNA biomarkers are rapidly growing novel indicators with potential to reach >50% of the total biomarker market. Oncology is the largest segment, but infectious diseases is expected to grow exponentially due to their increasing prevalence, rising use of diagnostic and prognostic biomarkers for infectious diseases, and growing number of clinical trials to develop multi-biomarker-based outcomes for infectious diseases. We estimate the addressable market potential for RealSeq technologies at over \$100M (5% market share of the global cfRNA biomarker market potential).

Competition: Karius is the dominant company with a cfDNA biomarker-based commercial fungal pathogen LDT. *The Karius Test is a static test and incapable of monitoring real-time changes and disease dissemination.*

Exit: Acquisition by a strategic partner/biotech/liquid biopsy company or life science tools company is a viable exit strategy.

Contact: Sergio Barberan-Soler, Ph.D. at sbarberan@realseqbiosciences.com; 831-205-0127