



Glycosensors and Diagnostics, LLC d/b/a Lectenz[®] Bio



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Company Profile

Industry Sector: Biotechnology, Biopharma

Company Overview: Lectenz[®] Bio is targeting glycan biomarkers of significance for investigation and to leverage them for advancing human health. The company has developed the Lectenz[®] and GlycoSense[™] platforms for the high-throughput and cost-effective characterization of the glycan profiles (glycoprofiles) of biomolecules. These are key enablers for disease biomarker detection and the development and production of therapeutic biologics and biosimilars in a multibillion dollar market. The company has extensive IP built with over \$4M in funded R&D and as part of commercialization is rebranding as “Lectenz[®] Bio”.

Target Market(s): Bioprocessing, biomanufacturing, chromatography, biomarker detection.

Target Customer(s): Biopharma, CMOs, CROs, and research institutions.



Key Value Drivers

Technology: The Lectenz[®] and GlycoSense[™] platforms support glycan identification and analysis for applications in disease biomarker detection and bioprocessing of biologics and biosimilars.

Competitive Advantage: The products offer a robust, cost-effective, and unique solution (patents pending) to current bottlenecks in glycan analysis and will simplify the workflow associated with glycoprofiling during biologics development, biomanufacturing, diagnostics, and R&D.

Plan & Strategy: The company has had no outside investment to date. Interim funds are sought in the form of a convertible note to finance initial product launch and customer acquisition. The company expects to seek private equity investment in 2018 to accelerate its growth plans to develop into a high growth venture, establish strategic product partnership(s), and expand glycan analysis products in the bioprocessing and R&D markets.



Management

Leadership:

Kausar N. Samli, Ph.D., CEO – Commercialization, strategy, partnerships, investor relations.
Lori Yang, Ph.D., CSO – Technological development, corporate partnerships, non-dilutive funding.
Robert J. Woods, Ph.D., President, Professor of Biochemistry at the University of Georgia – Productization, research direction.

Corporate Advisors & Consultants:

Couch White, LLP – Corporate law.
Gordon & Rees, LLP – IP Licensing.
Insperity – Professional employer organization services.
Jameson & Company, LLC – Specialized CPA firm.
Mueting, Raasch & Gebhardt, P.A. – IP prosecution.



Revenue/Product Pipeline

Product Pipeline:

- 1. Sialic Acid Lectenz[®]** for the detection of terminal sialic acid relevant to manufacturing biologics and analysis of markers relevant to PSA and influenza. (2017)
- 2. N-Glycan Lectenz[®]** for the detection and enrichment of N-glycoproteins relevant to glycomics and manufacturing biologics such as mAbs. (2017)
- 3. GlycoSense[™] glycoenzyme reaction monitoring kits** for *in vitro* glycoengineering. (2018)
- 4. GlycoSense[™] bioprocess monitoring kits** for near real-time qualitative glycan analysis of biologics during biomanufacturing for Quality Assurance. (2018)

Additional Revenue Sources:

- 1. Service** for custom designed Lectenz[®] reagents and GlycoSense[™] kits.
- 2. Joint Product Development Partnerships.**