



**Contact:**

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## Company Profile

**Industry Sector:** Biotechnology, Biopharma

**Company Overview:** Lectenz<sup>®</sup> Bio is developing novel products to aid the discovery of glycan biomarkers, furthering their application in human health. The company has developed the Lectenz<sup>®</sup> and GlycoSense<sup>™</sup> platforms for the high-throughput and cost-effective characterization of the glycan profiles 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 \$6M in funded R&D and as part of commercialization rebranded from Glycosensors and Diagnostics to Lectenz<sup>®</sup> Bio.

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

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



## Key Value Drivers

**Technology:** The Lectenz<sup>®</sup> and GlycoSense<sup>™</sup> 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 grown its R&D through a successful series of Federal grants and both Federal and private contracts, and is now entering commercialization. Lectenz<sup>®</sup> kits are in beta testing in-house as well as in commercial settings. Product launches for these Lectenz<sup>®</sup> are expected late in 2018. We are currently seeking strategic partnerships, to expand our glycan analysis products in the biopharmaceutical and R&D markets.



## Management

**Board of Directors:**

Lori Yang, Ph.D., Interim CEO, CSO – Technological development, corporate partnerships, non-dilutive funding.

Robert J. Woods, Ph.D., President, Professor of Biochemistry at the University of Georgia – Commercialization strategies, research direction.

Kausar N. Samli, Ph.D. – Partnerships, investor relations.

**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<sup>®</sup>** for the detection of terminal sialic acid relevant to manufacturing biologics and analysis of markers relevant to PSA and influenza. (2018)

**2. N-Glycan Lectenz<sup>®</sup>** for the detection and enrichment of N-glycoproteins relevant to glycomics and manufacturing biologics such as mAbs. (2019)

**3. GlycoSense<sup>™</sup> glycoenzyme reaction monitoring kits** for *in vitro* glycoengineering. (2019)

**4. GlycoSense<sup>™</sup> bioprocess monitoring kits** for near real-time qualitative glycan analysis of biologics during biomanufacturing for Quality Assurance. (2019)

**Additional Revenue Sources:**

**1. Service** for custom designed Lectenz<sup>®</sup> reagents and GlycoSense<sup>™</sup> kits.

**2. Joint Product Development Partnerships**