

## Industry: Biotechnology

- Target Markets: Bioprocessing, Biomanufacturing, Biomarker Detection
- Target Customers: Biotech, Biopharma, CMOs, CROs, and Research Institutions

## Management

- Lori Yang, Ph.D.  
*Co-Founder, CEO, and CSO*
- Sean Wu, Ph.D.  
*Director of Operations, Athens*

## Board of Directors

- Lori Yang, Ph.D.  
*Co-Founder, CEO, and CSO*
- Robert Woods, Ph.D.  
*Co-Founder, President, and Scientific Advisory Board chair*
- Kausar Samli, Ph.D.  
*Associate Founder*

## Scientific Advisory Board

- Gerald Hart, Ph.D.  
*Professor and GRA Eminent Scholar, CCRC at UGA*
- John Nolan, Ph.D.  
*Professor, Scintillon Institute for Biomedical and Bioenergy Research*
- Michael Pierce, Ph.D.  
*Director of the UGA Cancer Center and Distinguished Research Professor of Biochemistry and Molecular Biology, CCRC at UGA*

## Non-Dilutive Funding to Date

- \$9M in seed funding and NIH grants and contracts

## Intellectual Property

- Glycan-Specific Analytical Tools:  
U.S. Patent No. 9,926,612  
Japanese Patent No. 6360462  
European Patent No. 2367562  
Israeli Patent No. 230066
- Catalytically inactive carbohydrate processing enzyme, methods and uses thereof:  
Israeli Patent No. 212806
- Carbohydrate-binding polypeptide:  
U.S. Patent No. 10,358,637  
European Patent (intent to grant)
- Glycomimetics to Inhibit Pathogen-Host Interactions:  
U.S. Patent No. 9,605,014

## Executive Summary:

- Lectenz Bio seeks to enhance and simplify the glycan biomarker discovery process, increasing research and production efficiency in the glycoscience and therapeutic biologics industries
- The company has developed the Lectenz® and GlycoSense™ platforms as part of its extensive IP portfolio
- These platforms enhance disease biomarker detection and the development and production of therapeutic biologics and biosimilars

## Key Value Drivers:

- The Lectenz® and GlycoSense™ platforms simplify glycan identification and analysis for applications in disease biomarker detection and bioprocessing of biologics and biosimilars
- Lectenz Bio products offer robust and cost-effective solutions to current bottlenecks in glycan analysis and will simplify the workflow associated with glycoprofiling, biologics development, biomanufacturing, diagnostics, and R&D
- Additional kits and reagents are being developed and beta tested in both academic and commercial environments

## Market Opportunity:

- Lectenz Bio is targeting several overlapping biotechnology and biopharma market segments, including proteomics, glycomics, diagnostics, and biotherapeutics, for both research and clinical applications
- The steady growth of therapeutic biologics and biosimilars creates a market need for glycan detection technologies and products that enable near real-time screening and batch monitoring during biomanufacturing
- By offering simplified methods for glycan detection and analysis, Lectenz Bio products are positioned for rapid customer adoption alongside the increasing growth of the biologics and biosimilars market

## Lectenz Bio Revenue Pipeline:

### Product Pipeline:

- Sialic Acid Lectenz® kits for the detection of terminal sialic acid relevant to manufacturing biologics and analysis of markers relevant to cancer and other diseases (2018)
- Glyco Enzyme suite (2019)
- N-Glycan Lectenz® reagents for the detection and enrichment of N-glycoproteins relevant to glycomics and manufacturing biologics such as mAbs (2020)
- GlycoSense™ kits for monitoring *in vitro* glycoengineering (2020)
- GlycoSense™ kits for near real-time qualitative glycan analysis of biologics and biosimilars (2021)

### Additional Revenue Sources:

- Service for custom designed Lectenz® reagents and GlycoSense™ kits
- Joint product development partnerships

## Advantages of Lectenz Bio Products:

### Lectenz® Kits:

- Engineered from carbohydrate-processing enzymes as a new class of glycomics reagents that have well defined specificities and tunable properties
- Recombinant, ensuring minimum lot to lot variability

### GlycoSense™ Kits:

- Quick, robust, and reliable method to determine relative amounts of key glycosylation features at a fraction of the time and cost of current industry approaches
- Complementary to current MS or HPLC based glycoprofiling

### Glyco Enzymes:

- Recombinant, ensuring minimum lot to lot variability
- Free of protease and glycosidase contaminants
- Higher activity relative to competitors