



Glauconix Biosciences

Executive Summary

Contact Details

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Financial information

Company Stage: Series Seed
Previous Capital: \$600K
Monthly Net Burn: \$60K
Capital Seeking: \$1.5M
Revenue - \$1M

Use of Funds

Prod & Lab Expansion 37%
R&D and IP 23%
Sales & Tech Support 27%
Marketing 13%

Existing Investors

ENYA
Excell Partners

Objective

Glauconix develops 3D human tissue models (HTM) that support acceleration of drug development while reducing R&D costs and mitigating risk. Our patented 3D-HTM™ technology is used to provide testing services to pharmaceutical and biotech companies. We help bring impactful therapeutics to the market faster.

Problem/Opportunity

86% of all drug development programs fail in the clinic. For every one drug candidate entering clinical trials, drug development programs have tested thousands of compounds. Currently, such tests use animal models, because human tissue is difficult to obtain and cost prohibitive. Current data from animal models are unreliable due to different physiology and pathology in animal versus human, wasting time and money.

Solution/Product

Utilizing our patented 3D-HTM screening platform, we provide testing solutions from lead development to dose optimization allowing pharmaceutical companies to pursue more opportunities, enjoy faster turnaround time, and remain confident about data reliability in vetting through the most promising compounds in their pipeline. We currently market our Glaucoma solutions and will release a Diabetic Retinopathy model in 2021 and are actively developing a respiratory solution for a 2022 release.

Business Model

We are a fee for service organization selling direct to pharmaceutical and biotech companies. Our price points range from \$15K to \$250k+ and our average turnaround time for a study is 8 weeks.

Market

\$2.2 Billion Target Market Opportunity

Drug Target	Glaucoma	Diabetic Retinopathy	Macular Edema	Lung Fibrosis
Market Size	\$229M	\$167M	\$104M	\$1.7B

Competitors

There is no true direct competitor as our patented 3D human tissue model is unique. Indirectly we are competing with other contract research organizations that perform animal studies, whereby the data derived from this method is widely accepted by the FDA.

Customer

Our customer segments are internal R&D teams at pharmaceutical/biotech companies and academic institutions that are in various stages of the drug/device development process. We have secured 20+ clients and performed 45+ contracts since commercialization.