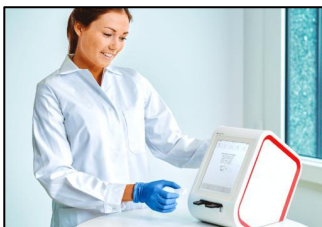


Industry Trends

Sepsis is the second leading cause of death worldwide and the leading cause of death in U.S. hospitals.

Today's standard of care for detecting Sepsis is inadequate, leading to high mortality, prolonged hospital stays and path to recovery, and overuse of antibiotics.

Given the importance of detecting Sepsis early on, Sepsis detection products are shifting towards point-of-care testing vs. the traditional laboratory-based approach.



Figures 1 & 2. The abioSCOPE, in vitro diagnostic rapid testing that uses disruptive nanofluidic tech.



Company Description and Problem Statement

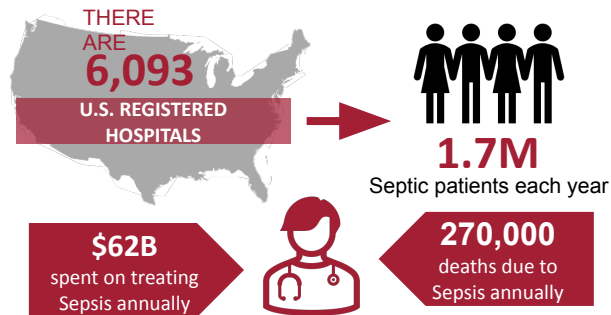
Company: Abionic is a Swiss MedTech scale-up that has developed the fastest point-of-care diagnostics platform for sepsis using a single drop of blood.

Problem Statement: Given a lack of established networks in the U.S. market for its product, there is a critical gap that must first be addressed in terms of product awareness, competitive differentiation, and initial adoption, which will serve as a foundation for a go-to-market plan from our team.

Market Potential

North American Sepsis diagnostic market expected growth: \$283.8M (2021) - \$417.1M (2026), CAGR of 8.0%.

The North American market accounts for ~48% of the global Sepsis diagnostic market (2020), valued at \$673.2M with a revenue forecast of \$1.4B in 2030.



The Sepsis market is expected to expand due to increased chronic & infectious diseases, a growing geriatric pop., and public awareness.

Key Influencers and Market Strategy

DMU: Sepsis Program Coordinator, Infectious Disease Physicians, Quality Committee, NP Counsel.

Strategy: provide assistance for lack of resources and/or education and staffing issues, lead with research and

SPECIALTY CLINICS

DMU: Quality Committee, Infectious Disease Specialists, Protocol Groups, Epidemiologists.

Strategy: focus on patient populations with greatest risk of developing Sepsis: burn and immunocompromised patients.

proof-of-concept.

Risk-Benefit Analysis Summary

	Product Type	Regulatory Status	Detection Time	Total Raised
MeMed	Detects bacterial vs. viral	FDA cleared, CE mark	15 min	\$173M
Ambient Clinical Analytics	Detection and response tool for EMR system	FDA cleared, CE mark	Within 6 hours	\$11.8M
Inflam-matix	Detects bacterial vs. viral	None	<1 hour	\$137.8 M
Immuno-express	Biomarker	FDA cleared, CE mark	1 hour	\$67M
Cytovale	Biomarker	FDA cleared	<10 min	\$44.6M
Bruker	(+) cultures pathogen ID	CE mark, FDA cleared	15-20 min	\$22.5M
Abionic	Biomarker	CE mark	5 min	\$28.5M

Competitive Advantage

Abionic is well-positioned within the overall competitive environment in the U.S. Sepsis detection market given its clear advantages in detection time, accuracy, and proprietary biomarker technology. The biggest challenge lies in effective distribution and utilization of this Sepsis detection product given the availability of many comparable options and nuances in the clinical presentations of Sepsis across diverse patient populations.

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