

RBK Biotech

New Haven, CT

Elizabeth Cusack
T 203-240-0010
RBKBiotech.com
Elizabeth.Cusack@RBKBiotech.com



RBK is advancing cancer nutrition by researching high-impact patient populations within a cost-effective, tech-enabled clinical research platform to facilitate development of nutritional products with proven efficacy.

Industry: Therapeutic/Nutrition

Management:

- Executive Leadership
 - Elizabeth Kells Cusack, Esq.**
CEO and Co-Founder
Cornell Law; UConn BS Finance
 - Laura Kells Cusack, M.S., R.D.**
CSO and Co-Founder
Registered Dietician; Yale
Clinical Trials Coordinator
- Board
 - Open
- Scientific Advisory Board
 - Open

Finance:

- Financing to Date: \$10,000
- Financing Sought: \$1.4M
(\$100,000 committed)
- Use of Funds: Clinical Trials
Platform; Legal; Marketing;
Manufacturing; Other

Corporate: New Jersey LLC, 2017.

When our uncle required a feeding tube during his journey with stomach cancer his frustration with nutrition products made of sugar inspired our mission - to provide evidence-based cancer-specific nutrition.

Market Opportunity / Unmet Need:

Deadly uncontrolled weight loss called Cachexia has no cure. It is the direct cause of an estimated one third of US cancer deaths (200,000 per year).¹ Ineffective sugar-based products are the status quo recommended to the estimated 64% of cancer patients suffering from weight loss.² Quality nutrition knowledge and guidance is lacking: 30 of ESPEN's 43 Cancer Nutrition Guidelines are based on "low" or "very low" evidence.³

Products/Solution

RBK aims to become the world's first Cancer Nutrition Brand: conducting rigorous, "gold-standard" clinical research and translating our discoveries into the absolute best nutritional care - what we wanted for our Uncle.

RBK is using a cost-effective, tech-enabled clinical research platform (including a patient records registry and network) to research high-impact patient populations. This platform will support the development of a wide range of targeted nutritional products and improved nutritional guidelines.

RBK's initial candidate is a proprietary and patent-able lipid-based tube feed designed to initiate the Fasted State of metabolism – wherein healthy cells slow their rate of division and reduce their responsiveness to harmful cell signaling. This product is intended for weight maintenance in cancer. It will also be tested for efficacy in the prevention/treatment of cachexia.

Commercial / Technical Milestones:

Created by a cancer-nutrition expert, the product is designed to meet key goals for cancer nutrition - lessen hypermetabolic stress and inflammation.⁴

Competition:

RBK's clinical success would result in a first-to-market intervention. Pipeline products will make a name for themselves on their proven efficacy. The "big guys" Ensure and Boost are major competitors because of their market penetration. Other, cancer-focused competitors do not initiate the Fasted State of metabolism, while the few Fasted-State products were not developed for cancer.

Financial Projections (Unaudited):

An initial R&D period will be followed by strong sales and margins

Year	Year 1	Year 2	Year 3	Year 4
Revenue	\$30.2M	\$50.4M	\$70.5M	\$100.8M
Profit	\$17.5M	\$29.2M	44.3M	\$68.0M
Margin	58%	58%	63%	68%

References: 1) <https://www.cancer.gov/about-cancer/treatment/research/cachexia>. 2) Kim DH. Nutritional issues in patients with cancer. *Intest Res.* 2019;17(4):455–462. doi:10.5217/ir.2019.00076. 3) Arends, J., et al., ESPEN guidelines on nutrition in cancer patients. *Clin Nutr*, 2016. 4) Arends, J., et al., ESPEN expert group recommendations for action against cancer-related malnutrition. *Clin Nutr*, 2017.