

Vivoz Biolabs, LLC
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and Entrepreneurship
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Contact person: Lian Wang, PhD



Industry: MedTech

Management:

Lian Wang, PhD, former Assoc. Director, Abbvie R&D Shanghai Center. CEO
Sihong Wang, PhD, Assoc. Prof. of Biomedical Engineering, CCNY. Founder and CSO

Scientific advisory Board:

Xuejun Jiang, PhD, Prof. Cell Biology, MSKCC. Founder
Ron Faris, PhD, former CSO, Multicell Technologies Inc.
Sarat Chandarlapaty, PhD, Assoc. Prof. of Medicine, MSKCC

Number of employees: 3

Finance:

Tax: Marcum LLP

Funding to Date:

NSF I Corp (2013): \$50,000

Zahn Innovation Center at CCNY (2015): \$50,000

NSF STTR phase I (2020): \$224,700

Sub License fee from Champion Square, China (2020): \$250,000

Financial Sought: \$3M

For technology validation in drug discovery, by applying NSF

STTR phase II grant: \$1M

For validation in clinical diagnosis application, by seeking VC support: \$2M

Intellectual Property:

One patent granted, one pending

Legal: TBD

Business Description / Company Background:

Vivoz Biolabs LLC is developing an innovative microfluidic technology to be used first as an ex vivo screening platform in drug discovery, ultimately as a complimentary diagnosis device for personalized medicine. The company was established in 2014.

Market Opportunity / Unmet Need:

Our ultimate product will be a diagnosis tool helping to select optimal treatment for cancer patients. The global personalized medicine market size is expected to reach \$3.18 trillion by 2025. Current selection of targeted drug is mainly based on biological profiling methods, which apply to limited population with limited predictivity. Functional profiling approach by testing drugs directly using patient's biopsy samples would be significantly valuable to cancer patients with better forecasts of various drug treatments.

Products / Services – Launched & Pipeline:

The immediate product would be an ex vivo screening platform for drug discovery. We plan to collaborate with companies/cancer centers in drug discovery fields to validate the predictivity of our technology in animal models. The proof-of-concept results will lead to service or sale of our microfluidic chips for revenue. More importantly, the validation will build the scientific confidence to develop and commercialize our ultimate clinical theragnostic product.

Commercial / Technical Milestones:

- Company was established as an LLC: 2014
- The layered microfluidic cell array patent granted: 2017
- Exclusive license of patented technology from CUNY: 2018
- A regional sub-license to Champion Square (China): 2019
- Achieved ex vivo growth of tumor tissues over 2 weeks: 2019
- Expect to launch ex vivo screen product for drug screening: 2025
- Launch complimentary diagnosis tool for personal medicine: 2028

Competition / Competitive Advantages / Customer Benefits:

For personalized medicine service, there are companies offering functional profiling for cancer patients, using primary cells or xenograft animals. Our microfluidic chips will culture biopsy pieces for a long period of time with mid-throughput capacity, therefore can be more effective and fast with reasonable cost. The microfluidic chip companies in life science applications will be our immediate competitors. The North American market for the microfluidic chips was valued over \$2 billion in 2019 with CAGR projected to be 19.5%. The US microfluidic chip in life science application (SAM) accounts about one-fourth of that market.

Financial Forecast (Unaudited)

We are not submitting a financial table at this time, due to the early-stage nature of our company. We are expecting 1% penetration of SAM to reach \$5 million revenue three years after product launch.