

**Soleia Biosciences, Inc.**  
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**Industry:**  
Pharmaceutical pain  
management

**Management:**  
Yusuf Khan, CEO/co-Founder  
Lakshmi Nair, CSO/Founder  
[lsnair@soleiabio.com](mailto:lsnair@soleiabio.com)

**Advisory Board/Board of  
Directors:**  
Seeking: Marketing Advisor  
Regulatory Advisor

**Scientific Advisory Board:**  
Seeking: Pre-Clinical Advisor  
Clinical Advisor

**Number of Employees:** 2

**Finance:**  
Accounting/Tax: FML LLP

Funding to Date:  
UCONN CCEI: \$25,000  
Wolff Competition: \$30,000

Funding Sought:  
\$3.6 million to fund initial  
IND-enabling studies  
Pd/Pd/tox studies: \$600K  
Animal studies: \$1 million  
GMP-ready tech: \$2 million

**IP:**  
Legal: WSGR LLP  
2 Patent Cooperation Treaty  
patent applications pending

**Legal:** Wiggin & Dana LLP

### **Company Description/Background:**

Soleia Biosciences is a small pharmaceutical startup that is advancing technology developed over the past 10 years at UCONN Health in the Cato T. Laurencin Institute. We have developed a long-acting local analgesic that is designed to treat post-surgical pain and reduce or eliminate the need for opioids.

### **Problem:**

Post-surgical pain is poorly managed for the most painful surgical procedures and typically relies on the use of opioids to manage pain during recovery. Opioids have a myriad of problems including gastro-intestinal issues, light-headedness, constipation, and a significant risk of addiction.

### **Solution:**

Soleia Biosciences has developed a long-acting analgesic that is injected into the surgical site of the patient by the surgeon immediately after a procedure, and lasts for up to 23 days, requiring little to no additional pain management, essentially eliminating the need for opioids.

### **Market:**

The post-surgical pain market is \$15 billion annually in the US (BCC Research, 2023). We have targeted the 7 surgical procedures at highest risk for opioid abuse, a \$300 million market, as our early adopter market. Pipeline products are in development that would target longer-term pain management such as that arising from osteoarthritis, a \$7.5 billion market annually in the US.

### **Competition/Competitive Advantage:**

Exparel, Zynrelef : injectable slow release bupivacaine/meloxicam: lasts 48-72 hours  
Suzetrigine: Na channel blocker, oral administration, taken twice daily: largely untested, systemic, mixed results in Phase III trial. Relies on patient compliance  
Cebranopadol: non-addictive opioid analog: systemic, taken once daily still in clinical trials. Relies on patient compliance

### **Traction and Progress:**

Compelling preclinical data showing efficacy in rats up to 23 days after injection without evidence of side effects  
Currently have two pending PCT patents protecting the technology.  
Soleia came in 1<sup>st</sup> place in the Wolff Pitch Competition in Oct 2024.

### **Future Plans and Milestones:**

Currently pursuing SBIR/STTR funding to support IND-enabling studies, specifically pharmacokinetics/pharmacodynamics and toxicology studies initially.

### **Financial Forecast:**

Assume 0.5% market share in year 1, 1% in year 2, and 3% in year 5. COGS decreases by 25% by year 5

Revenue/Expenses	Year 1	Year 2	Year 5
Net Revenue	\$6 million	\$12 million	\$36 million
Gross Profit	\$2 million	\$4 million	\$18 million
% GP margin	33%	33%	50%