

The logo for AesculaTech features the company name in a bold, black, sans-serif font. The text is overlaid on three large, light green circular shapes that are partially overlapping. The first circle is behind the 'A', the second is behind 'scula', and the third is behind 'Tech'. The background is a soft, abstract gradient of light green and yellow, with a subtle, wavy pattern.

# AesculaTech

Responsive Materials

# Glaucoma: The Silent Thief

- Leading cause of irreversible blindness
- Over **60 million** patients
- **120,000** Americans go blind per year
- There is no cure
- Preventable

# Current Glaucoma Treatment



- Eye drops
- Difficult to administer by **2/3 of patients**
- Patient compliance is **less than 50%**



# Testimonials

**“Compliance is the major issue** concerning glaucoma treatment.”

– Emmanuel Mahlis, MD, Alcon Laboratories, Inc.



**“Patients can be forgetful** due to the many medications.”

– Rohit Varma, MD, Interim Dean, USC Keck School of Medicine; Professor and Chair, Department of Ophthalmology; Director, USC Gayle and Edward Roski Eye Institute; President, USC Care



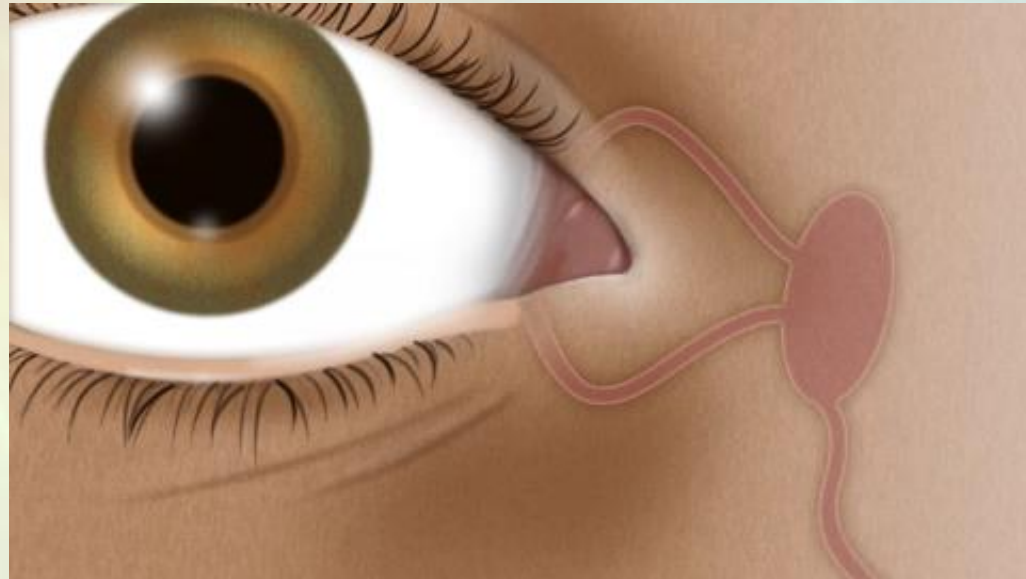
**“Sustained drug delivery could solve this problem.”**

– Joshua Stein, MD, University of Michigan



# The Solution: *AesculaGel*

Features	Benefits
90 day drug release	No daily application
Inserted by ophthalmologist	Guaranteed compliance
Biodegradable	No need for removal

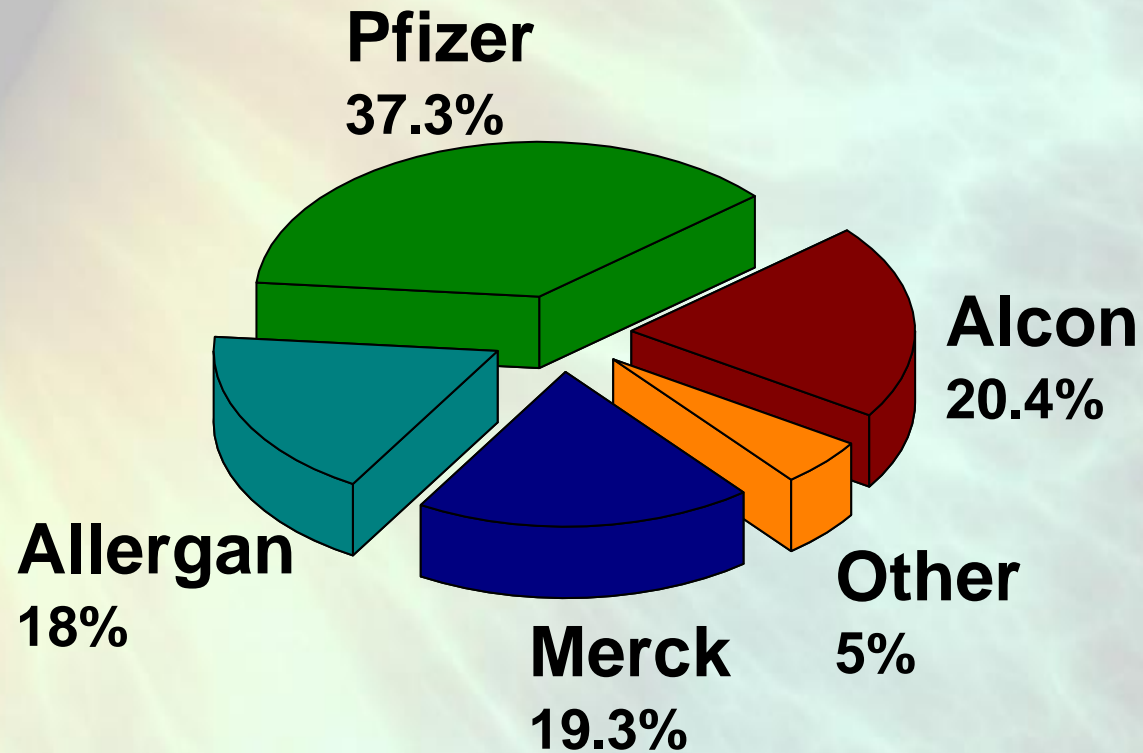
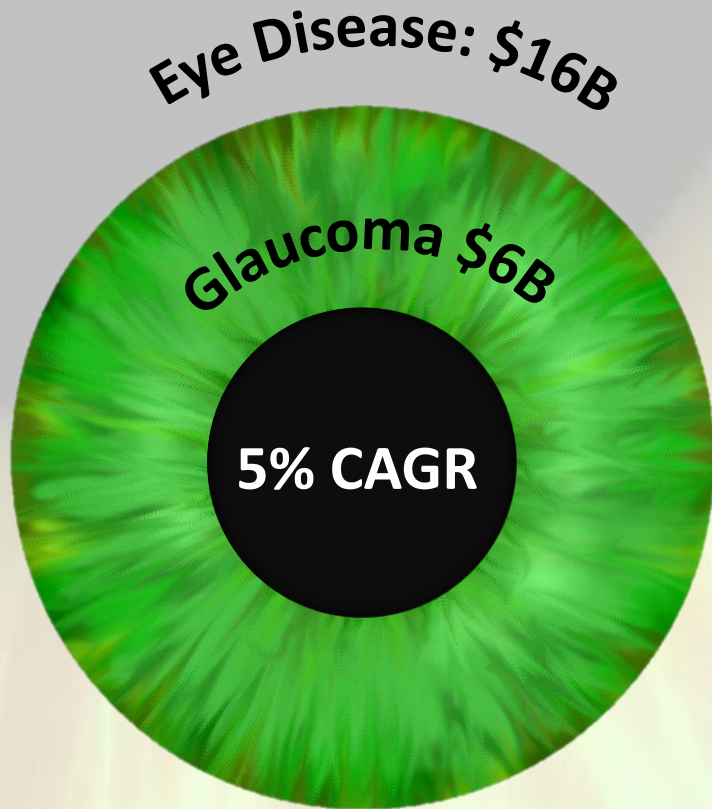




# Competitive Matrix

Solution	Pros	Cons	Price
<b>Eye Drops</b>	<ul style="list-style-type: none"><li>• Proven solution</li><li>• Self-administered</li></ul>	<ul style="list-style-type: none"><li>• Daily applications</li><li>• Poor compliance</li></ul>	\$600-2400/yr
<b>Surgeries</b>	<ul style="list-style-type: none"><li>• Temporary control (months to years)</li></ul>	<ul style="list-style-type: none"><li>• High cost</li><li>• Complications</li><li>• Last resort</li></ul>	>\$5,000/ Procedure
<b>AesculaGel</b>	<ul style="list-style-type: none"><li>• Long-term drug release</li><li>• Guarantees compliance</li></ul>	<ul style="list-style-type: none"><li>• New approach</li></ul>	\$2,400/yr

# Total Addressable Market

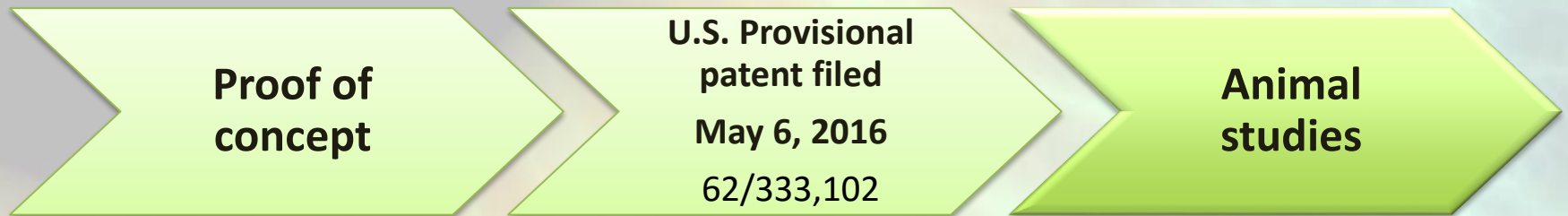


In the US:

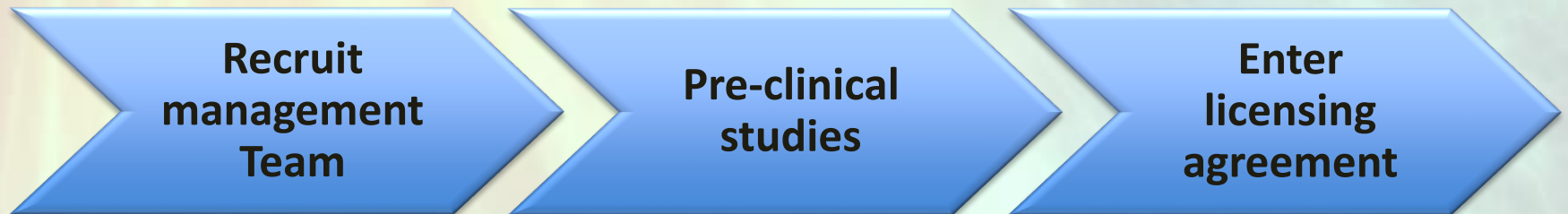
- **2,800,000** patients in 2010 → **3,600,000** in 2020
- **30,000,000** prescriptions in 2013

# Milestones

## IP and Technical

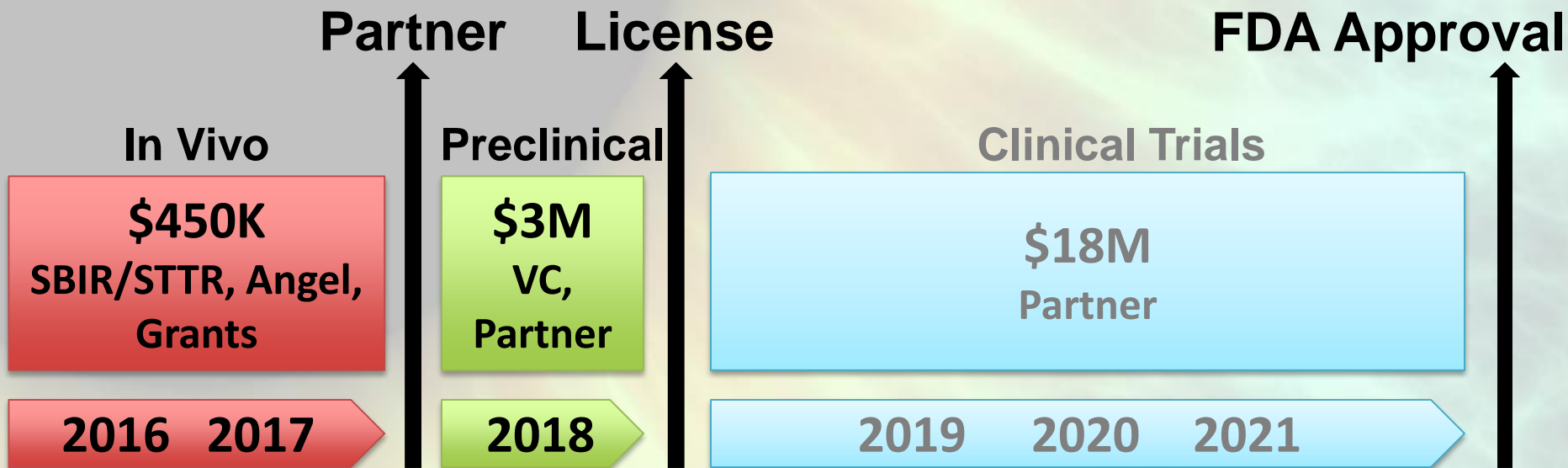


## Business and Regulatory





# Financials



Revenue Assumptions	
AesculaGel	\$2,400/yr
Royalty (5%)	\$120
<b>COGS</b>	<b>\$2.66</b>

Revenue Forecast	2022 Year 6	2023 Year 7	2024 Year 8
Sales (patients)	30,000	150,000	370,000
Market share (%)	1	4	10
<b>Revenues</b>	<b>\$3,600,000</b>	<b>\$18,200,000</b>	<b>\$44,700,000</b>

# AesculaTech



**Niki Bayat**

PhD Student, USC  
Chemical Engineering



**Jessica Golden**

PhD Student, USC  
Chemistry

# Advisory Board



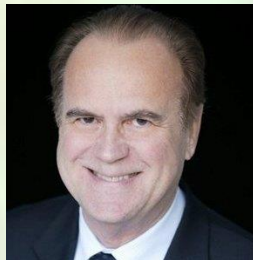
**Mark Humayun, MD, PhD**

Professor of Ophthalmology,  
Biomedical Engineering USC  
Co-Director of the USC Eye Institute



**Mark Thompson, PhD**

Professor of Chemistry, USC  
Ranked 11<sup>th</sup> most influential chemist 2000-  
2010 by Thompson Reuters; Consultant for  
Universal Display Corporation



**Dimitri Villard**

Executive, Tech Coast Angels  
Mentor, The Founder Institute

