

# For a Lyme disease screening test you can trust

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**RASPBERRY  
SCIENTIFIC**

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Vice President Marketing



# Our Team



Currently hiring



Projected position

# Why Raspberry Scientific?

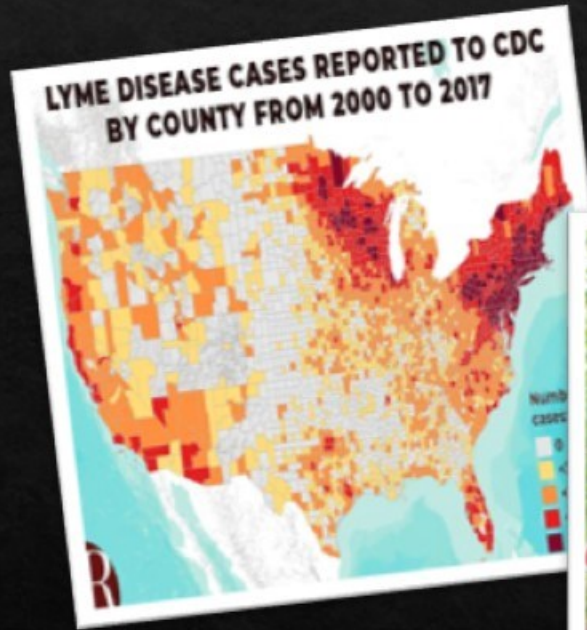
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- (2005) Tick bite  
Acute Lyme symptoms
- (2007) Chronic phase symptoms  
Negative results on tests
- (2009) A break out idea for a new  
screening test
- (2015) Raspberry Scientific Inc.

# About Lyme Disease

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- Tick-borne illness
- Reported in 80 countries
- ~476,000 case / yr\* (US)
- Annual Growth: 25%

# The Problem:

>50% patients get false-negative results

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- False-negative leads to chronic phase
- Current tests frame only one target: *B. burgdorferi*
- Small window of detection (2-4 weeks)
- Low sensitivity

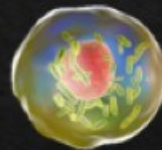
# *B. burgdorferi* is not alone...

## There's more than 30 other targets

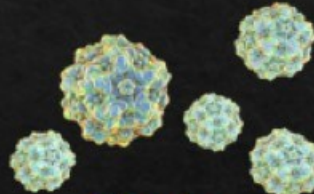
Black-legged tick  
*Ixodes scapularis*



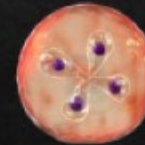
*Borrelia burgdorferi*  
(bacteria)



Coxiella  
(bacteria)



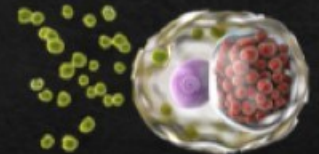
Parvovirus  
(virus)



Babesia  
(parasite)



Treponema  
(bacteria)



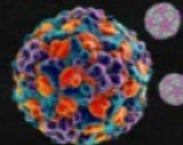
Chlamydia  
(bacteria)



Helicobacter  
(bacteria)



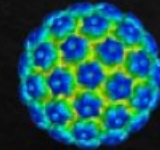
Yersinia  
(bacteria)



Coxsackie  
(virus)



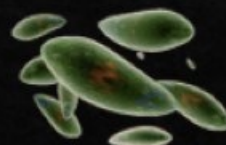
Streptococcus  
(bacteria)



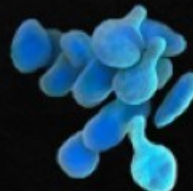
Papillomavirus  
(virus)



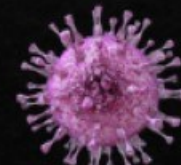
Aspergillus  
(fungus)



Toxoplasma  
(parasite)



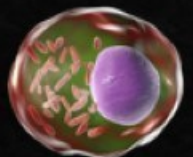
Micoplasma  
(bacteria)



Herpesvirus  
(cytomegalovirus)



Giardia  
(parasite)



Rickettsia  
(bacteria)

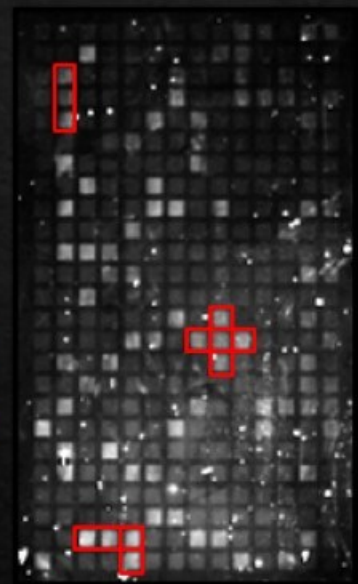
# Our Solution: One test to screen them all!



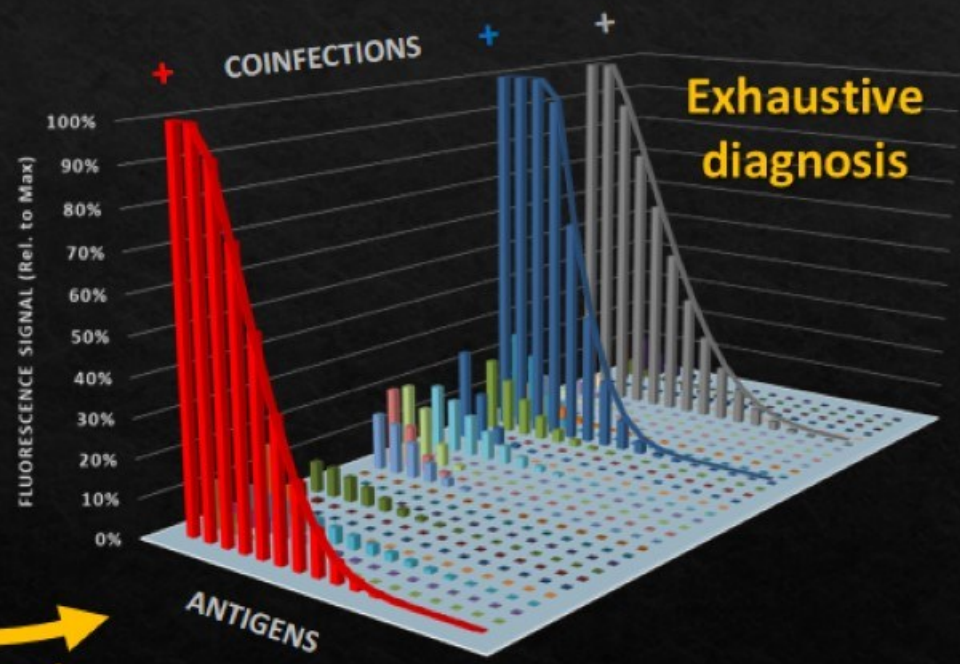
Up to  
250,000 targets



Increased  
sensitivity

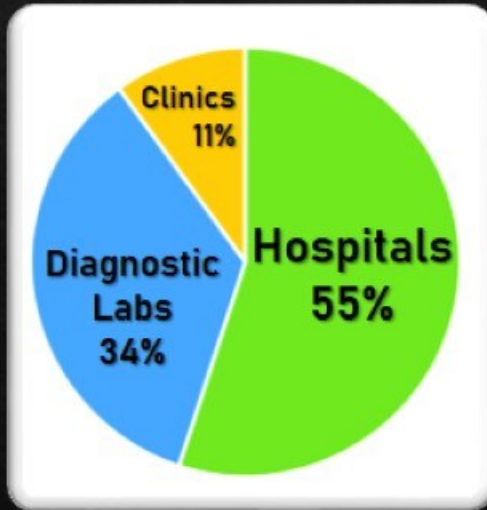


Increased  
specificity



# Our Market (2022)

## Customer type



## Geography



- **Addressable Market: 453M USD**
- **33% in North America**
- **30% are serological assays**
- **Serviceable Market: 45M USD**
- **Annual Growth Rate: 7.1%**



# Go-to-Market Strategy

## 1. In-situ test - Business-to-Customer (B2C) in 2023

- ▶ Support **patients with chronic Lyme disease** (US and Canada)
- ▶ Revenue: \$750K for the first year (500 units at \$1,500/unit)\*



## 2. POCT test - Business-to-Business (B2B) in 2024

- ▶ Support **Human/Veterinary** health professionals & R&D
- ▶ Revenue based on units or contracts








## 3. FDA-approved POCT test (B2B) in 2025-2026

- ▶ Government collaborations for fast-track approval
- ▶ Revenue based on contracts



# Our Competitors

	Raspberry Scientific	Quidel	T2 Biosystems	Abbott Laboratories	Bio-Rad Laboratories
Nb of targets	<b>30+</b>	1	4	1	1
Price/target*	<b>\$</b>	\$\$\$	\$\$\$\$	\$\$\$	\$\$
Location of analysis	<b>Point-of-care</b>	Point-of-care	Hospital or Diagnostic Lab	Hospital or Diagnostic Lab	Hospital or Diagnostic Lab
Time to results					

# Financials (2022-2023)

Funds needed	Amount
Equity	2,00M
Non-dilutive	1,50M
Loan	0,50M
Revenue	1,00M
<b>Total</b>	<b>5,00M</b>

Use of funds	Amount
Production	1,00M
IP / Legal / RA	0,25M
Sales / Marketing	1,50M
Working Capital	2,25M
<b>Total</b>	<b>5,00M</b>

	Q2 - 2022	Q4 - 2022	Q2 - 2023	Q4 - 2023
<b>Milestones</b>	Test production automation  <i>In-situ</i> test characterisation	10X test production capacity scale-up  <i>In-situ</i> test pre-clinical trials	<i>In-situ</i> test Go-to-Market (B2C)  Point-of-care test development	POCT test production  POCT test pre-clinical trials



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*"Together...  
we care!"*



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