



**TECHNOLOGY  
VENTURE  
DEVELOPMENT**



Mid-Year Report

**2022**

Non-Confidential  
Executive Summary

# Introduction

**In the first six months of 2022, we saw multiple engagements by large life science strategic partners with our portfolio companies, including substantial investment commitments and acquisition discussions.** We had a partial exit in one of our portfolio companies where we sold our seed round shares at a 5.6x multiple, while still retaining our much higher number of founder's shares for an expected larger exit in the future. Nearly all of our portfolio companies saw strong progress, including new pre-clinical and clinical milestones reached, products released to market, recent funding – both investment and non-dilutive grants – and more, as outlined in the Portfolio Company Highlights section below. We also expanded our Strategic and Medical Advisory boards and launched a digital marketing campaign to grow awareness about VIC with potential investors, technology sources, and strategic partners nationwide.

**The second half of 2022 is expected to continue this strong progress unabated despite some headwinds in raising capital due to the current climate of economic uncertainty.**

## Mission

*Form and grow life science companies that shape the future by bringing innovative discoveries from research labs to commercial deployment.*

Albuquerque, NM | Atlanta, GA (In Process) | Boulder, CO  
Dallas, TX | Fayetteville, AR (headquarters)

[victech.com](http://victech.com) | [vicnetwork.com](http://vicnetwork.com) | [vicfoundry.com](http://vicfoundry.com)

### Board of Directors:

Chairman: Calvin Goforth | Jerry Adams | Fenel Eloi  
Ajay Gupta | James Hendren | Laura Lyons

 **AKESO™**  
BIOMEDICAL

**BiologicsMD™** 

 **cardioWISE™**

 **CELLIA**  
SCIENCE

 **calyxo™**

 **Filtravate**

 **NEUREXIS**  
therapeutics™

 **nob.hill™**  
THERAPEUTICS

 **OsteoVantage™**

 **solaris**  
VACCINES

 **Solenic**  
Medical

 **Tesseract**  
Structural  
Innovations, Inc.™

 **zebra**  
ANALYTIX™

 **VIXIAR™**

# Leadership



Calvin Goforth,  
CEO



Michael Artinger,  
Executive VP  
& Managing Dir.



James Lancaster,  
Managing  
Director



Yun Li,  
Managing  
Director



Ralph Henry,  
VP Life Science



Robyn Goforth,  
VP Tech. Assessment



Mark Wagstaff,  
VP Operations



Jim Terrell,  
Controller



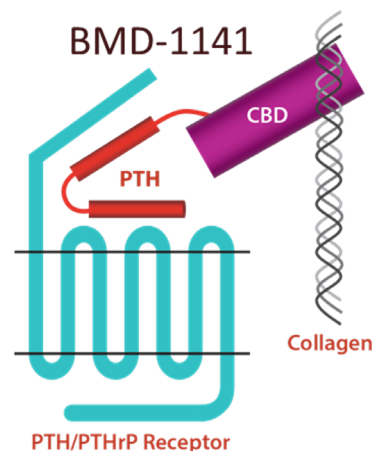
Sierra Bergsgaard,  
Marcom Manager



## Portfolio Companies H1 2022 Progress

## Therapeutics Portfolio

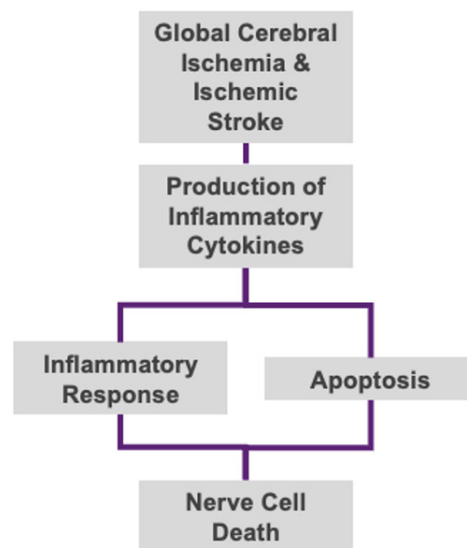
**BiologicsMD** has successfully completed the last in a series of additional de-risking studies focused on the efficacy and safety of BMD-1141 for the treatment of alopecia areata. Results from this most recent de-risking work further confirms the superior efficacy of BMD-1141 compared to an immunosuppressive JAK inhibitor, as well as supports the mechanism of action of BMD-1141 as a first-in-class hair cycle stimulator. These findings help position BiologicsMD for a successful institutional raise of \$15M to \$20M in late Q4-22 to early Q1-23 to fund the clinical development of BMD-1141 in Phase I human trials.



*BMD-1141 is BiologicMD's lead compound. The company is developing a series of recombinant fusion proteins that provide powerful stimulatory effects directly to the target receptors at the point of disease.*



Founded in early 2020 based on technology licensed from the University of Colorado Anschutz Medical Campus, **Neurexis Therapeutics** continues to make steady and encouraging progress. Our lead product is a neuroprotective peptide (tatCN19o) which has demonstrated excellent efficacy and safety preventing brain cell death in both small and large animal models of ischemia. Recent and anticipated milestones include a funded Phase I SBIR grant, completion of a formal gap analysis and target product profile review, and two Phase II SBIR grant proposals in preparation requesting \$3.9M in non-dilutive funding. A pre-IND meeting with the FDA is planned for H1-23.



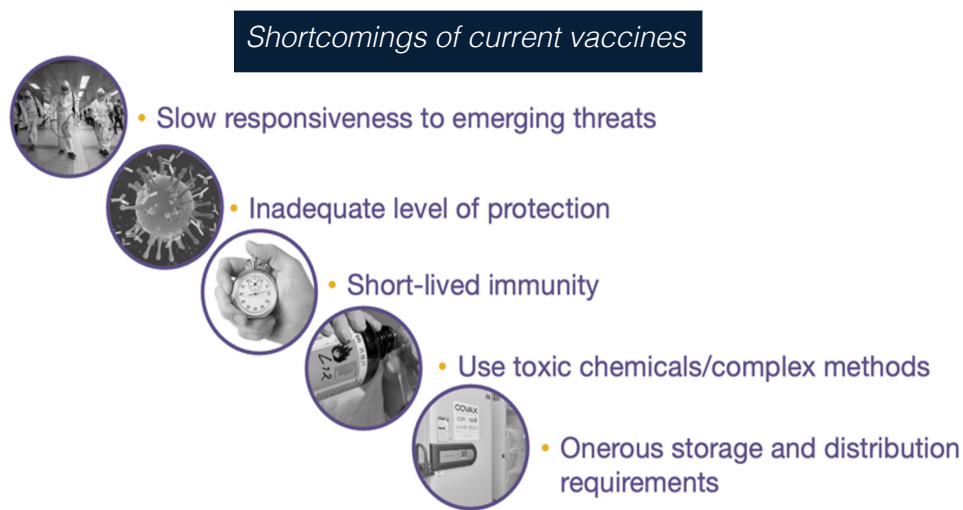
*Neurexis Therapeutics' lead product is a neuroprotective peptide to prevent brain damage following focal (stroke) and global (cardiac arrest) ischemia.*

In 2022 H1, **Nob Hill Therapeutics** received a \$1.75M NIH grant for the development the company's first therapy product using Nob Hill's novel DryNeb™ inhaled drug delivery technology platform that allows deep lung delivery at higher dosages. The company also completed DryNeb clinical prototypes. Ongoing testing has provided outstanding results to date. These results will enable partnerships and FDA engagement. The company is already engaged in several key strategic partnership discussions for investment and collaboration.

*DryNeb prototype >>*



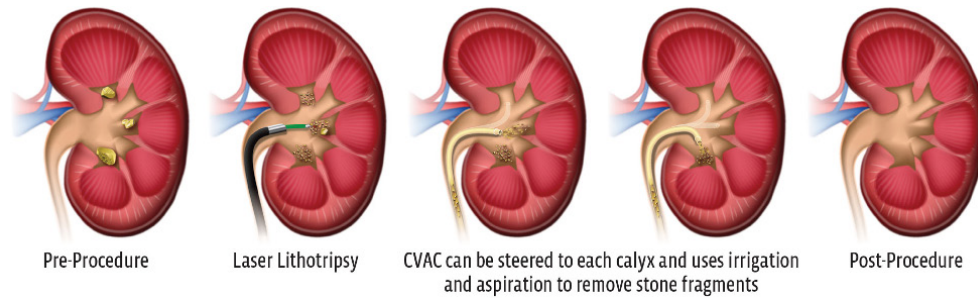
Even with recent advances, there remains a substantial unmet need for better approaches to creating new vaccines. **Solaris Vaccines** is developing an innovative method trademarked as SolaVAX™ which uses the combination of a photosensitizer (riboflavin/vitamin B2) and UV light to generate whole, inactivated vaccines. The technology was licensed from Colorado State University and has benefited from over \$20M in non-dilutive funding in the form of contracts from NIH



and BARDA. Solaris was created in August 2021 following a \$500,000 formational seed investment by the VIC Investor Network. In the intervening 9 months, the company has made noteworthy headway. Multiple programs generating proof-of-concept data for different pathogens are currently in progress (SARS-CoV-2, Influenza, Tuberculosis) or planned (Pan-Coronavirus, Military Combination Vaccine, etc.), and there are numerous additional federal funding opportunities available to the company.

# Medical Devices Portfolio

**Calyxo** closed \$32.7M in Series C financing led by Questa Capital and CRG. The company has assembled a team of experienced, disruptive-technology sales managers to methodically expand the launch of its novel medical kidney stone removal tool known as CVAC™. Customer response has been enthusiastic – urologists are excited to have vacuum technology to achieve more stone-free outcomes. The prospective randomized ASPIRE study is nearly halfway enrolled, with full enrollment targeted for early 2023. The ASPIRE data will be used to support market adoption and commercial insurance coverage. The company is also developing a second-generation product which will expand the market opportunity with an anticipated launch date in early 2024.



In the first half of 2022, **SFC Fluidics** conducted encouraging discussions with two large potential investors which the company believes will lead to an investment of \$10M to \$15M in the second half of this year. With the appropriate cash infusion, SFC will be able complete the development of its PANDA insulin delivery pod development, receive FDA 510(k) clearance through the “fast track” Breakthrough Device Designation pathway, and conduct human clinical studies. Aside from investment discussions, SFC is also pursuing two co-development projects with strategic companies in the diabetes space. One involves a partnership with a concentrated insulin developer to conduct human clinical testing. The objective is to work out the go-to-market applications for PANDA pod well in advance of regulatory clearance.

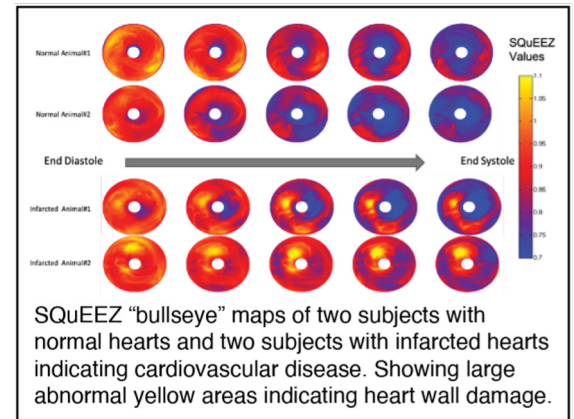


**Solenic Medical** made strong progress in 2022 H1. Large animal trials using the company's novel device for preventing or treating bacterial infections continued to go exceptionally well. The efficacy trials are complete, safety trials recently started, and the definitive GLP studies will begin soon. A significant development this April was Johnson & Johnson Development Corporation (J&J's corporate venture capital arm) commitment to invest \$3M as part of a \$6M syndicated investment round. They are nearing completion of their due diligence and are helping us recruit other investors for the syndicate. In May, Solenic participated in a “Shark Tank” style event at the Anterior Hip Foundation Innovation Symposium and won the shark judges' vote, including representatives from J&J DePuy Synthes, Zimmer Biomet, Stryker and Smith & Nephew.

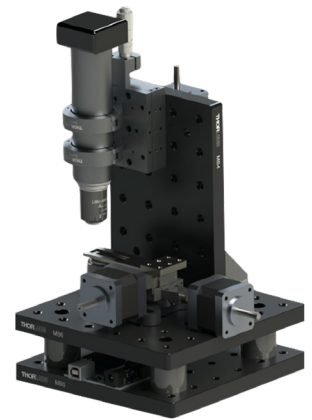


# Diagnostics Portfolio

Since the beginning of 2022, **CardioWise** has concentrated on completing regulatory requirements for both the Medical Device Registration for EU market access and for a partnership arrangement with a major OEM provider of CT scanners. The company has completed Stage 1 and Stage 2 of the ISO 13485 audit. In preparation for going to market with its SQuEEZ™ heart health diagnostic software in Q3, CardioWise has been working with the OEM's online sales portal group, with two independent cardiac image analysis companies, and with Lucem Health (a Mayo Clinic-funded company) to provide CardioWise with channel access to their customers.



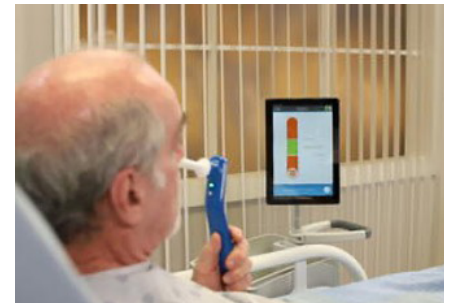
The most recent addition to the VIC portfolio, **Cellia Science** is developing a point-of-care hematology analyzer based on label-free, deep-UV imaging technology. Since formation of the company in December 2021, Cellia has made progress in the development of its low-cost prototype instrument and analysis algorithm. The company recently added Dr. Wilbur Lam from Emory University as Chief Medical Officer. Cellia has also submitted a proposal to NIH for approximately \$300K to fund the development of a microfluidic sample cartridge.



*Early prototype of Cellia hematology analyzer (made at Georgia Tech) >>*

**Vixiar Medical** has designed, developed, and manufactured the Vixiar Indicor™, a non-invasive device to help physicians manage congestive heart failure that affects 5.8M people in the US. The company is presently collecting the final clinical validation data at Johns Hopkins that will be used to support a 510(k) submission for regulatory clearance, planned in 2023.

*Vixiar's Indicor non-invasive heart monitoring device>>*



# Materials, Food Safety, and Analytical Instrumentation Portfolio

**Akeso Biomedical** reports that a solution to the recent supply chain issues for its key raw material has been identified and validated. The solution now makes it possible to offer its lead feed additive product, CI-FER®, at a more attractive cost to poultry producers. The ability to produce CI-FER at a lower cost is stimulating interest from potential partners.

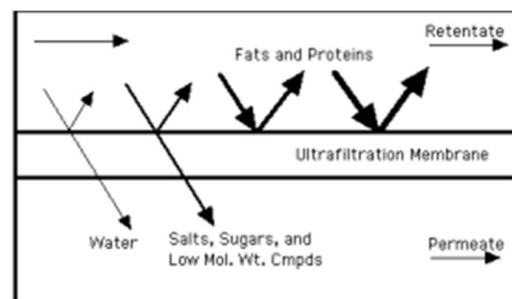




**Filtravate** has developed three formulations of its ultrafiltration membrane for protein purification, viral filtration, and continuous bioprocessing. Specifically, membrane pore sizes of 2 nm, 20 nm and 35 nm have been demonstrated, each with unique and needed market applications. A pilot-scale production facility has been established at New Mexico State University focusing on membrane reproducibility and commercial scalability. We have chosen monoclonal antibody (mAb) bioprocessing application as our initial target due to the rapidly increasing market opportunity and unmet need.

*Filtravate's FIL-D1 membrane is anti-fouling and has pore size ~4nm to meet the market need for improved monoclonal antibody production >>*

## Diafiltration for mAb processing

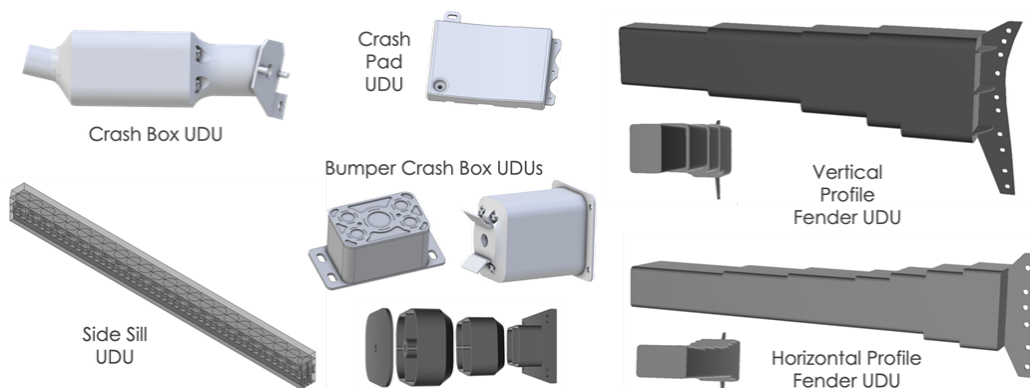


*Need pore size < 8nm to concentrate mAb and allow salts to pass through*

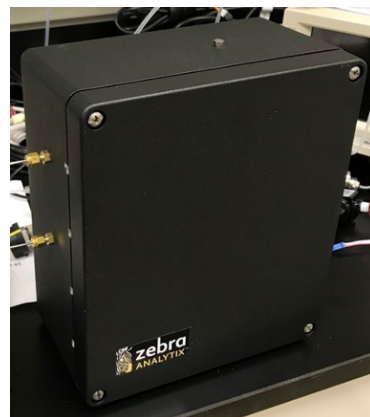
## Tesseract Structural Innovations

continues to make strong commercialization headway on its patented Uniform Deceleration Unit™ technology for auto crash energy absorbance with multiple collaborations established. The second

half of 2022 may be even more exciting for Tesseract: After three months of work with a top five global automotive manufacturer on a design for a product for a 40,000-vehicle line five years out, they redirected us to a priority project for 225,000 or more vehicles within two years. Tesseract expects to be able to share more details about this soon.

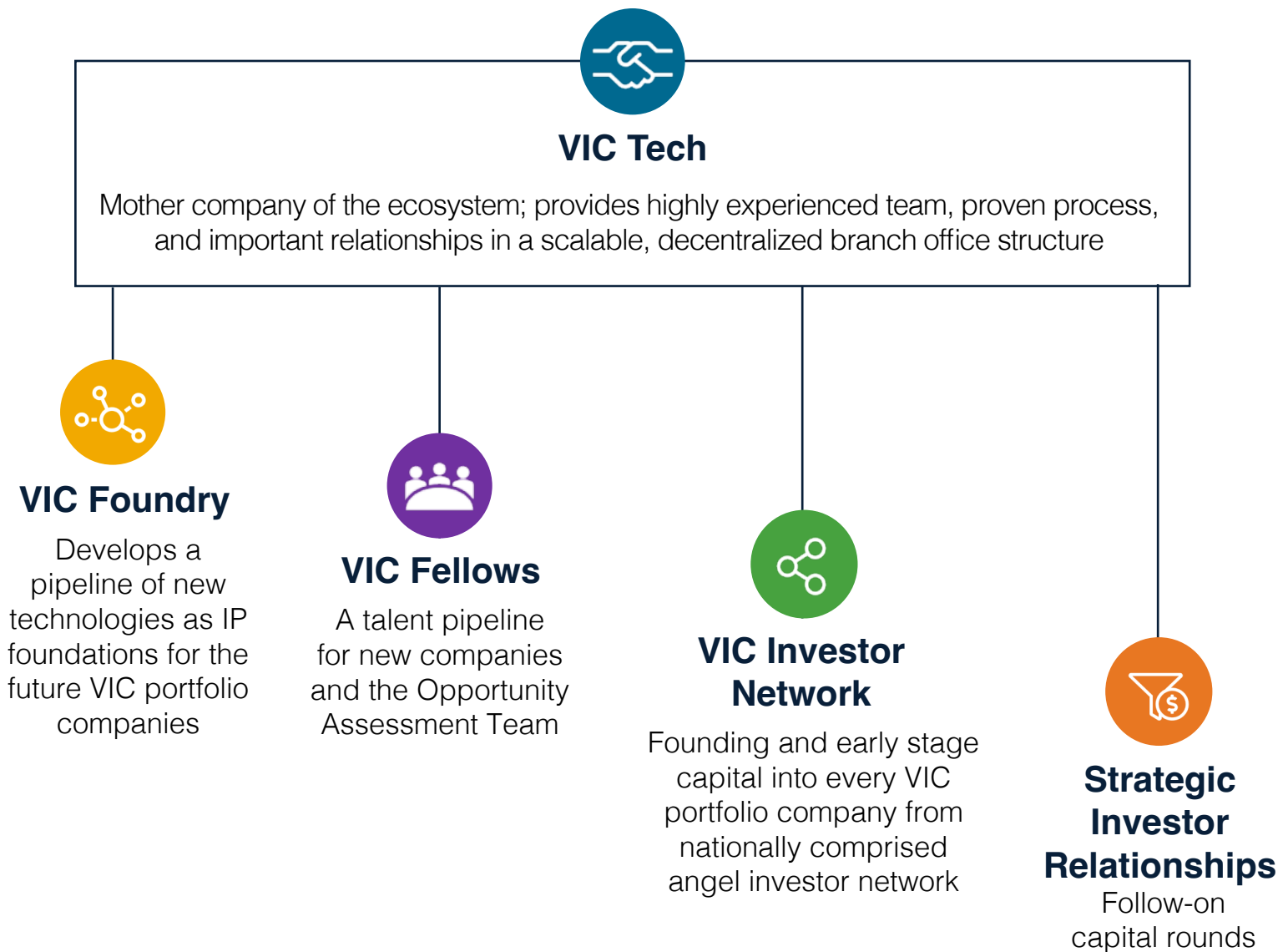


**Zebra Analytix** has finalized its mini-GC (gas chromatography) system after several design iterations. Beta systems are in manufacturing with testing sites soon to be chosen. Proprietary MEMS "Cluster" chromatographic columns have been demonstrated with the mini-GC and the first production models are currently in fabrication. Expected delivery is August. A prototype design of a Breath Analyzer, that includes a breath collection apparatus with sample introduction into the mini-GC, has successfully been completed and tested. Optimization of the sample path and detection of targeted biomarkers is presently under trial.





# The VIC Innovation Ecosystem



## VIC Tech ([victech.com](http://victech.com))

For branding purposes, we have begun using **VIC Tech as the name of the company** rather than the full legal company name of VIC Technology Venture Development. We also launched a digital marketing campaign — primarily on LinkedIn and Facebook — to increase awareness and visibility of VIC and VIN to investors, technology sources, strategic partners and others nationwide and abroad.



# Digital Marketing Campaign

**Starting in early 2022, we partnered with a digital marketing firm to launch a campaign to raise brand awareness and increase investments for VIC and VIN.** The campaign included social ads, video content and display ads across various platforms. Below are some top line metrics for the campaign.

## Facebook

**313.64K**  
Impressions

**6.54K**  
Clicks

**2.08%**  
CTR

**33K+**  
Video Views

## LinkedIn

**306.07K**  
Impressions

**2.28K**  
Clicks

**.74%**  
CTR

## Google Analytics

**7.37K**  
Page Views

**2.42K**  
Sessions

**2.32K**  
Users

**2.12K**  
News Users

**The campaign has driven significant traffic growth to the VIC Tech and VIC Investor Network website with metrics up across the board.**



As we continue to scale-up operations across the US, we also continue to expand and strengthen our team. **This includes key new additions to the Strategic Advisory Board and our more recently formed Medical Advisory Board.**

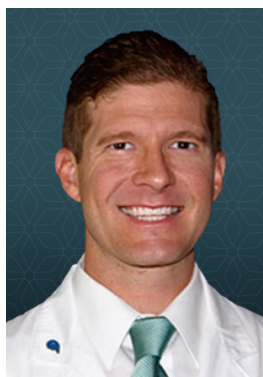
### **Recent Additions: Strategic Advisory Board**



**Natalie Gassman**



### **Recent Additions: Medical Advisory Board**



**Steve Dorman**



**Natalia Jaimes**



**Forrest Moore**



**Cristhian Ochoa**



**Amanda Pientka**

## **VIC Investor Network**



### **Founders Group Member**

- Invests into every new VIC portfolio company at founding
- Lowest valuation, highest upside, longer time for first return
- Diversification by number of companies and industry sector
- Limited to 50 membership slots



### **Standard Group Member**

- Able to invest in any investment round after the founding round
- Good valuations, high upside, opportunity for fast return
- Diversification by number of companies, industry sector and stage of development
- Unlimited number of membership slot

**In H1 2022, VIC Investor Network activity was unusually slow with just two new investments placed.** The reduced level of activity was simply a result of fewer portfolio companies opening new funding rounds the first half of the year and VIC not forming any new companies in H1. Investment activity is expected to increase significantly in H2.

VIN did have one exit event in H1: An optional share buyout at a 5.6x multiplier. Some members took the buyout while others stayed in for further value growth. The weighted average IRR across all investments made through the VIC Investor Network to date has increased from 37.0% last year to 43.6% this year based on most recent or current investment round share prices. We anticipate this outstanding IRR to maintain in a similar range going forward.

**Looking ahead, we expect three new Founder's Group investments plus three to four new Standard member investments in H2.**

## VIC Foundry (vicfoundry.com)

**VIC Foundry continues to establish its importance as a pipeline of new life science technologies that can become the basis for future VIC portfolio companies.** There are several new initiatives within VIC Foundry including establishing a wish list of solutions to medical needs and searching for candidate technologies from our broad network of research institution relationships around the world. Current VIC Foundry projects include two medical devices (orthopedics and drug inhalation), two therapeutics (oncology and psychiatric disorders), and one diagnostic (pathogen detection).



## VIC Fellows

**Several of our 2021 VIC Fellows have moved on to new roles in the VIC ecosystem.**

Kelly Mabry assumed the CEO position in Cellia Science. Cristhiaan Ochoa and Evan Goldberg have begun Sr. Fellow roles with Cristhiaan also assuming the chair position of our Medical Advisory Board. Natalie Gassman moved from her Sr. Fellow role to a position on VIC's Strategic Advisory Board. The Fellows program is a valuable talent pipeline for VIC and, based on post-position interviews, an extremely successful program in delivering new skills and outlook to our Fellows on the commercialization of life science technologies.

**Our third class of VIC Fellows was installed in June.** The number and quality of applicants to the program continues to grow each year. It was difficult to choose from the many extremely well-qualified applicants. We are excited to have our new class of Fellows.



**Alexandra Antonoli, MD, PhD**

- A PGY4 resident and member of the Psychiatry Research Track at the UT Southwestern Medical Center
- MD and PhD from University of Colorado
- Completed a medical journalism elective at ABC News in New York

**Danielle France, PhD**

- Co-founder & CEO Microbial Pulse Diagnostics LLC
- PhD in biological engineering from MIT
- 15 years in experience in biophysics and microbiology research

**Mark Jarboe, MBA**

- COO COO Health Connect South
- MBA with an emphasis on international business from Georgia State University.
- Serves on several advisory boards and consults with early-stage companies

**Matthew Leming, PhD**

- Executive VP, Head of Product Development, US at TestCard.com
- PhD from University of Notre Dame and postdoctoral training at University of Pittsburgh Medical Center
- Worked at Texas Medical Center Accelerator

**Ronald Walls, MD, MBA**

- Principal Consultant & Founder of Pentacle Strategic Healthcare
- MD from Drexel University School of Medicine and MBA from Lake Forest Graduate School of Management
- Experience in healthcare and life science venture capital



## Concluding Remarks

While we did not form any new companies in the first half of 2022, we have three technologies in our due diligence pipeline that appear to be near favorable recommendations from our opportunity assessment team for the formation of new companies. This includes two medical device opportunities and one therapeutics opportunity. Thus, we anticipate forming three new companies in the second half of this year.

We also continue to work to expand the VIC Investor Network and drive strong returns for both VIC and our co-investors. While, at this time, we do not anticipate any additional exit events in 2022, we are excited by the strong strategic partner engagement with capital investments. These should lead to commercialization milestones that trigger acquisitions, for which the VIC returns would be substantial over the next 1-3 years.

R. Calvin Goforth | Chief Executive Officer