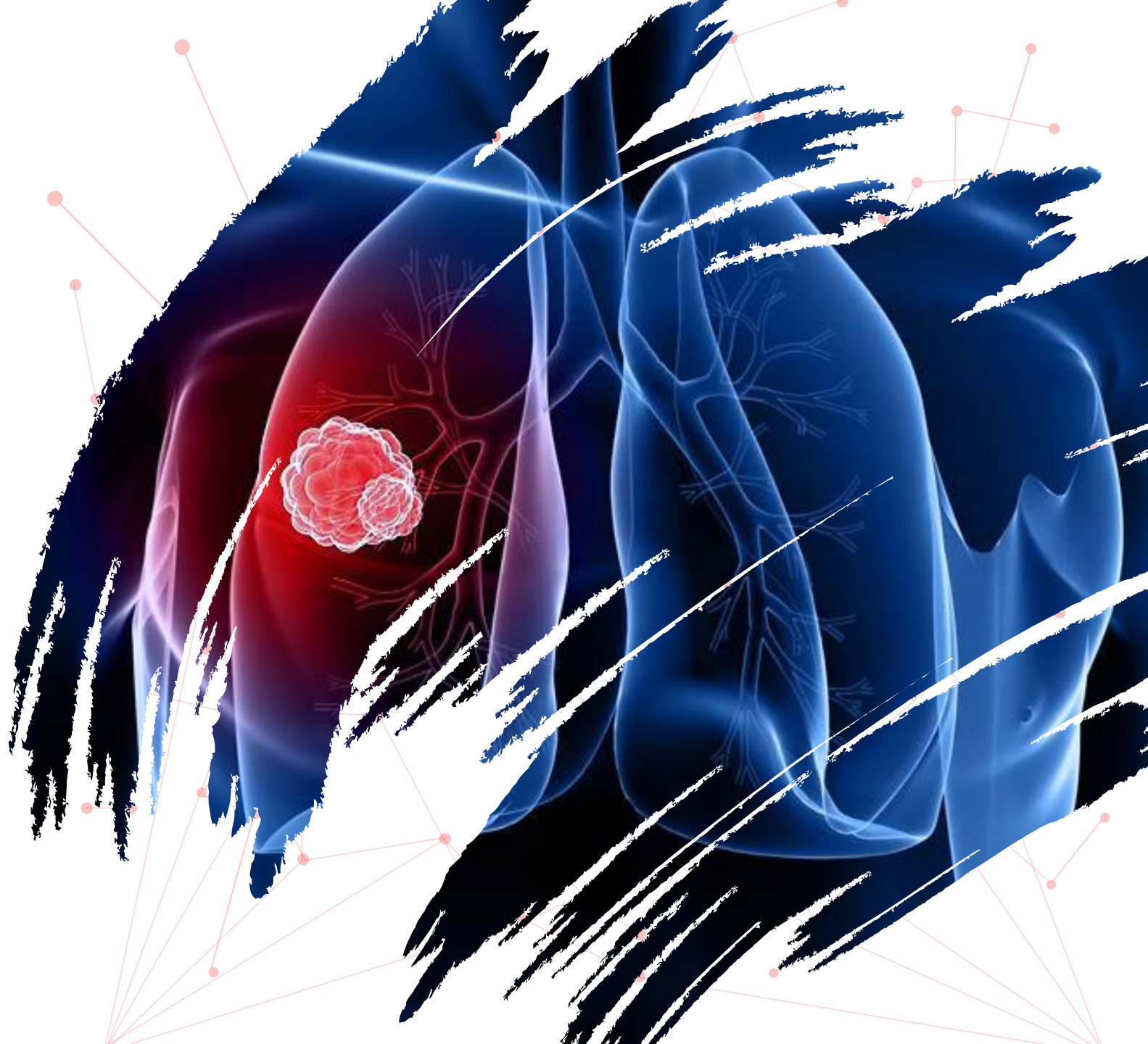




# Indicate Solutions

PRECISION MEDICINE PERSONALIZED

**A REVOLUTION IN RAPID CANCER AND  
DISEASE DIAGNOSTICS AT POINT-OF-CARE**



# Current **medical diagnostics** are **expensive & slow**



## **Medical diagnosis:**

- large infrastructure,
- highly regulated facilities
- highly trained personnel
- Expensive centralised



## **Cancer:**

- Delay from diagnosis to 1st treatment is typically 3-4 weeks

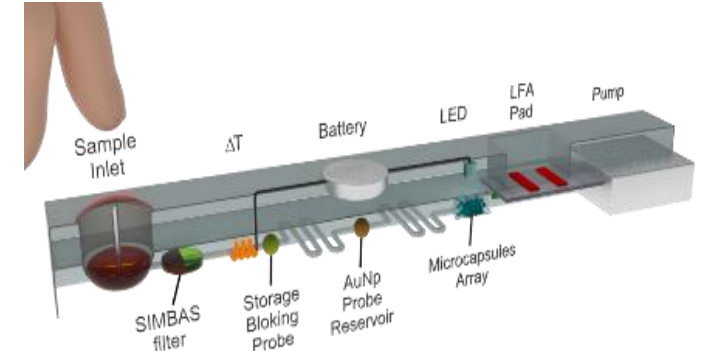
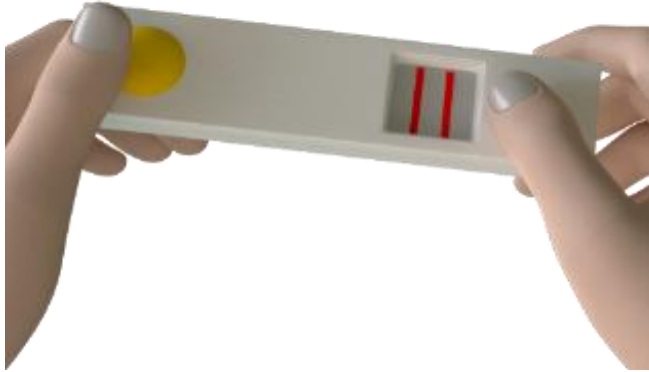
## **Infectious diseases** (coronavirus epidemic):

- Cannot be controlled as infectious individuals are not identified quickly enough



**Indicate**

The Indicate Solution



“Our objective is to develop a **rapid (less than 40 mins)**, **cheap, reliable** and easy-to-use **blood diagnostic test** **when and where** it is **needed** at **PoC**”

The **Indicate device** is the **ClearBlue™** for diagnosis

**PCR** → **30-40 cycles** for signal

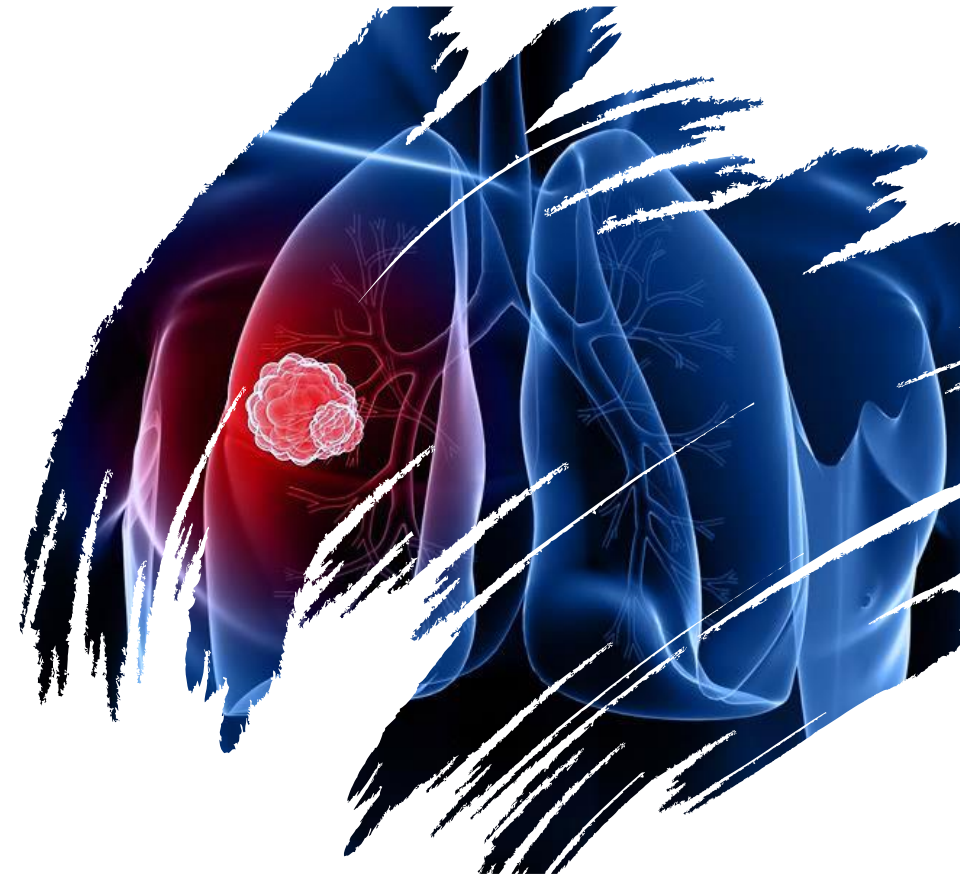


**Indicate** → **Instant signal**



- **Patented** chemical amplification technology: **(EP2016/077267 (EU))** – also filed in **US, Japan and China**
  - State-of-the-art technology (i.e. PCR) **needs 30-40 cycles** to amplify signal.
  - **Indicate** offers → **immediate signal amplification** (water balloon model)
  - **Indicate Solutions, S.L.** (100% privately owned) has **exclusive exploitation rights** in exchange for 4% royalty on net direct sales
- **Adaptable platform technology-** for (m)any **cancer** types, **infectious diseases** (HIV, Coronavirus, sepsis), veterinary, environmental etc.

# Proof-of-concept: Lung cancer - the most common cause of cancer-related deaths

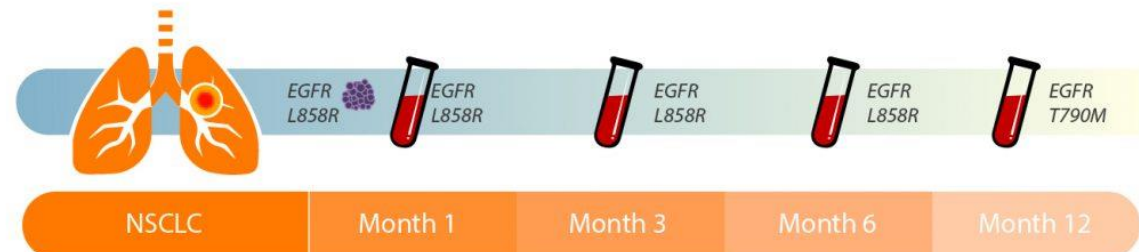


In 2018, **2 million** new cases, **1.76 million** death

## Companion diagnostic testing for:






- **Diagnosis:** EGFR mutation test (**L858R**) → TKI treatment
- **Monitoring resistance:** TKI-treated patients for appearance of EGFR (**T790M**) mutation – switch to Osimertinib

Liquid Biopsy for monitoring lung cancer



The Global Liquid Biopsy Market → **\$17,4B (2022)** with a **28% of CAGR**

(Market Research Future, March 2017)

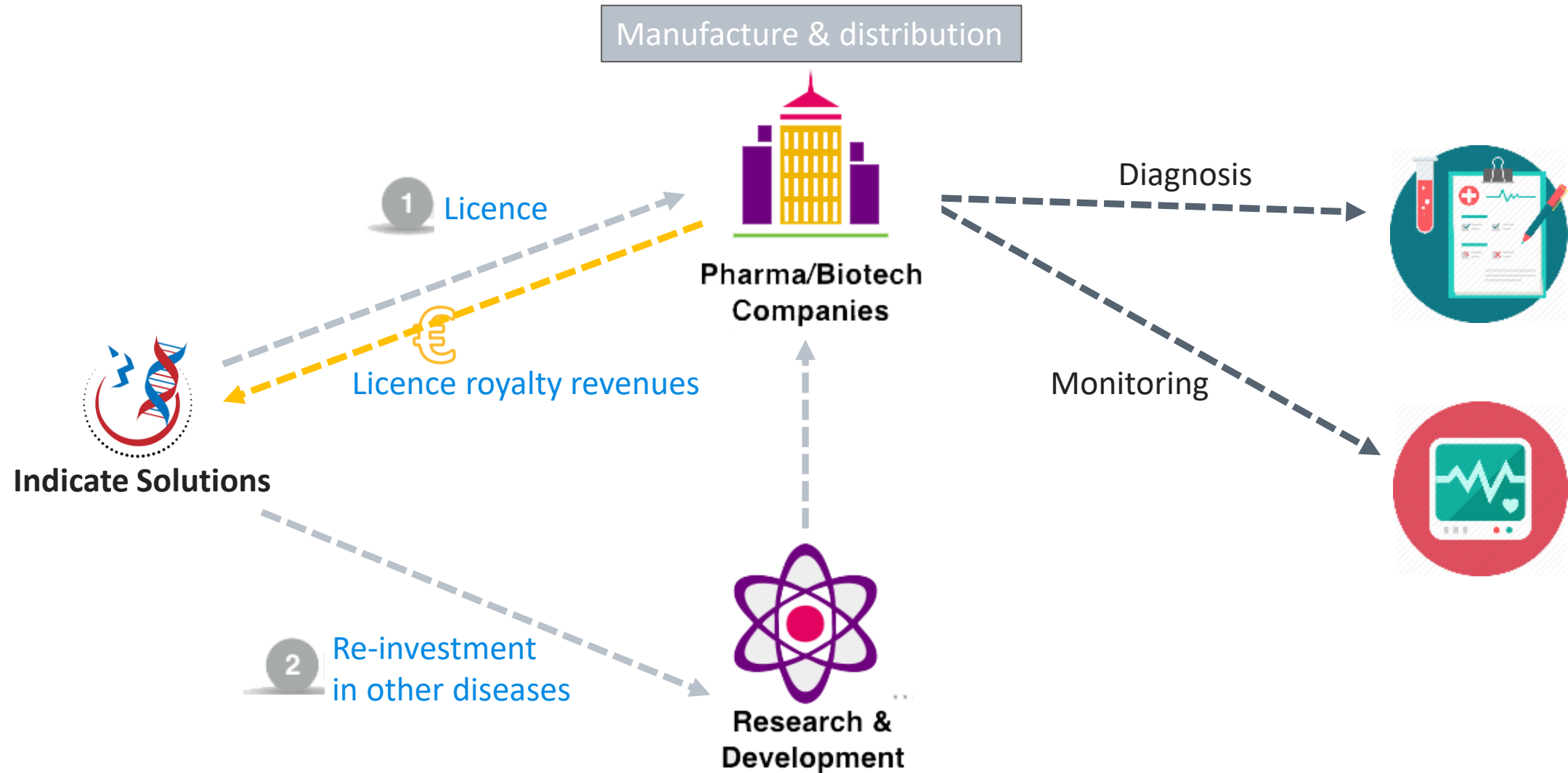
KEY POINTS					
Immediate Results	✓	X	X	X	✓
Economical	✓	✓	X	X	✓
Portable	✓	X	X	X	X
Adaptable	✓	X	✓	✓	X
Easy to use	✓	X	X	X	✓
Doesn't require additional infrastructure	✓	X	X	X	X

The unique selling point (USP) of INDICATE is that it is exceptional in being a rapid POC test

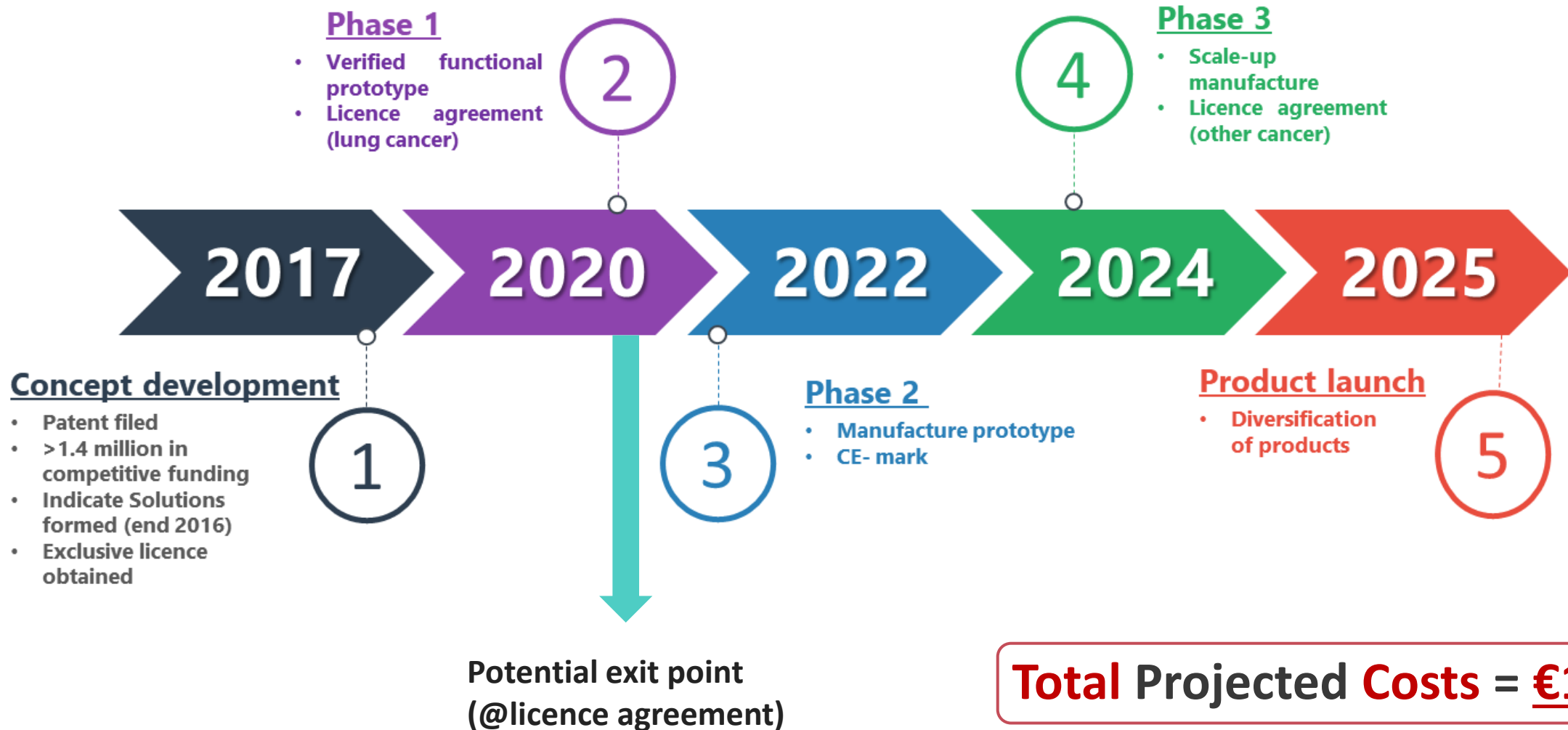
**Indicate**

Business model

# Business Model (B2B)



# The Indicate **project timeline**





# Phase 1- Verified functional prototype (2020-2021)



- Individual components tested and proven in-house and peer reviewed publications
- Proof of Concept: Lung Cancer EGFR mutation (NSCLC)



- Currently in TRL4

## Pipeline:

- Colorectal (KRAS)
- Melanoma (BRAF)
- Pancreatic (KRAS)
- Breast (ER)
- HIV
- Ebola
- SARS-CoV-2

**Indicate**

The Prototype

# The Prototype



Indicate Solutions  
PRECISION MEDICINE PERSONALIZED

# Meet the team ...



## Working group

Charles Lawrie (DPhil)

Javier Zubiria (MEA)

María Sanromán (PhD)

Ana Fernandes (PhD)



## Advisory team.

Daniel Maitland (MA (Oxon))

Alaitz Zabala (MBA)

Pete Dobson (OBE)

Cristina de Juan (PhD)



## Scientific Advisory Board

Luis Liz Marzán (PhD)

Carlos Lopez Otín (PhD)

Adrian Harris (MD)

Ander Urrutikoetxea (MD)



# Thank You For Your Attention



[www.Indicate.Solutions](http://www.Indicate.Solutions)

