Extend Biosciences Inc.

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Founder CBO

Enabling technologies for the efficient and sustained delivery of peptides and proteins
Extend Biosciences

- Early-stage biotech, located in Newton, MA
  - Technology conceived by the founders
  - Founded 2010, Proof-of-concept achieved April 2012
  - SBIR, state and corporate non-dilutive funding (>10M to date)

- Developing a platform technology to improve the half-life and bioavailability of biopharmaceuticals (peptides and proteins)
Pipeline

Research | POC | Indication | Value Proposition | US Market
---|---|---|---|---
EXT400 - Ghrelin | Cancer Cachexia | No FDA-approved therapies | $1.7B
EXT601 - PTH | Metabolic | Rare Disease | $1.9B
EXT700 | Diabetes | Next-gen Long Acting | $5.1B
EXT300 | Cardiopulmonary | Novel MOA/ Rare Disease | $3.8B
EXT800 | Diabetes | Novel MOA | $1.1B
SBIR Program = America’s Seed Fund

Department of Agriculture (USDA)
Department of Commerce (DoC)
Department of Defense (DoD)
Department of Education (ED)
Department of Energy (DOE)
Department of Health and Human Services (HHS)
Department of Homeland Security (DHS)
Department of Transportation (DOT)
Environmental Protection Agency (EPA)
National Aeronautics and Space Administration (NASA)
National Science Foundation (NSF)
Why SBIR Funding for EXTBIO?

- No, we are not an MIT/Harvard spinout (no data)
- Yes, we are PhD scientists AND first-time entrepreneurs (no right-minded investor would have given us the time of day)

- Yes, there is >$2B in non-dilutive funding available from the government
- Yes, we liked the idea of being in charge for as long as possible
Incorporated

(Previous startup: 2 foundations, 2 state agencies, 1 SBIR → no $ = early death)

2010
2011
2012
2013
2014
2015
2016
2017

POSITIVE DATA!

IND-enabling studies (2)

Corporate $

Bootstrap
SBIR failures #2-4

SBIR Phase 1 applications
5-8 = $$$$
Secrets and Lessons

- Getting grants doesn’t take that much more time and effort compared to getting VC/angel funding
- Receive peer feedback

- Pace yourself
- Don’t stray too far from your true business plan
- Likely lose money in Phase I, have checkbook handy
- Still need money for unallowable government costs (BD, sales and marketing, IP)
THANK YOU!

www.extendbio.com

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