SanMelix Laboratories, Inc.
Bioactive Wound Care
COMPANY DESCRIPTION

Faster and Healthier Healing

Bringing faster healthier wound healing outcomes to trauma, burn victims and diabetics using the natural and superior healing properties of buckwheat honey, combined with our advanced antimicrobial enhancements. Our patented BEECure™ M product has higher anti-inflammatory and anti-oxidant properties than the manuka honey-based products as well as higher standardization and broader spectrum anti-microbial activity. Our over-the-counter skin products are designed to help in the healing of minor burns, scrapes, radiodermatitis and more.
THE PROBLEM

Anti-microbial (AMR) Resistance Crisis
❖ Resistant infections currently kill 700,000+ people globally and is projected to increase to 10 million people per year by 2050¹.

Diabetic Foot Ulcers (DFU)
❖ Estimated 26 million patients develop DFUs globally which last 13 months and recur in up to 70% of patients resulting in 15% requiring amputations with 47% ending in death².

Radiation, Chemical and Thermal Burns
❖ There are few effective therapies for radiotherapy, laser therapy and minor thermal burns. Of the 3 million patients receiving radiation 85% experience moderate to severe skin reactions³.
Our BEECure™ M patented formulation provides a microbial barrier to prevent life threatening bacteria (MRSA) from penetrating the dressing\(^4\).

**AMR Crisis**

**DFUs**

- Case studies illustrated superior clinical outcomes with accelerated healing and skin regeneration on severe limb threatening wounds\(^5\).

**Burns**

- Honey dressings make the wounds sterile in less time, enhance healing, and have a better outcome in terms of hypertrophic scars and postburn contractures, as compared to silver sulfadiazine dressings\(^6\).
Our BEECure™ dressing formulations were co-invented by Dr. Sabacinski, a renowned Harvard trained podiatric physician.

Dr. Kenneth Sabacinski has established himself as a premier podiatrist in Hollywood, FL whose expertise focuses on the limb salvage of diabetic patients and related injuries and ailments. He is a board-certified physician with over 30 years experience in Foot & Ankle medicine, and surgery. Dr. Sabacinski has seen firsthand the need for the products we’ve been creating. He knows our BEECure™ dressings are going to be a big step forward in changing the lives of many.
Dr. Sabacinski has been involved with a limited amount of case studies (performed on an emergency off-protocol basis) with BEECure™ M to develop a buckwheat honey wound care based dressing for moist healing. Based on initial case studies combined with his antibiotic solutions, Dr. Sabacinski found that the buckwheat honey-based dressing enhanced and hastened healing in the treatment of severe limb-threatening, non-healing wounds as follows:

**Case 1:** Nonhealing Left Transmetatarsal Amputation (TMA) Neuropathic Diabetic Ulceration. This severe limb threatening, non-healing, infected wound completely healed at 13 weeks.

**Case 2:** Posterior Right Heal Decubitus Neuropathic Ulceration with Osteomyelitis. Status Post TMA. Wound completely healed at twelve (12) weeks.

**Case 3:** Left Heel Ischemic Diabetic Neuropathic Ulceration with Infected Exposed Bone (Osteomyelitis of the Calcaneus). Recommendations from Internist and Vascular Surgeon was below the knee amputation (BKA). Wound completely healed at fifteen (15) weeks.
Characteristics of an ideal wound dressing

- **Autolytic Debridement**
  - Provide moist environment*
  - Provide debridement action

- **Microbial Barrier Claim**
  - Protect from bacterial infection*

- **Skin Regeneration**
  - Enhance epidermal migration
  - Promote angiogenesis and connective tissue synthesis
  - Allow gas exchange between wounded tissue and environment (ROS)
  - Appropriate temperature to improve blood flow

- **Dressings**
  - Non-adherent and easy to remove
  - Sterile, non-toxic, and non-allergic

*FDA Claims

**OUR PATENTED TECHNOLOGY PROVIDES US WITH A SIGNIFICANT COMPETITIVE ADVANTAGE AS WE MEET ALL OF THE REQUIREMENTS OF AN IDEAL WOUND DRESSING**
HOW IT WORKS

Autolytic Debridement

Moist Wound Environment

Low pH

Osmotic Pressure

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Anti-microbial Properties

- Osmotic Pressure
- Low water Activity
- Polyphenols
- Methylglyoxal
- Low pH
- Hydrogen Peroxide
Advanced Skin Regeneration

*Higher Antioxidant  *Higher Anti-inflammatory  *Higher Tissue Repair activity of fibroblasts

**Superoxide Anion Scavenging**

**Inhibition of ROS Produced by Human PMNs**

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*a* Data from van den Berg et al., 2008

*b* Antioxidant activity measured as the ability of honey to scavenge the highly reactive and toxic oxygen radical, superoxide anion

*c* Anti-Inflammatory activity measured as the ability of honey to inhibit reactive oxygen species (ROS) produced by the inflammatory activity of human neutrophils

*d* RIC50 = Reciprocal of IC50, the amount of honey per mL that achieves 50% inhibition.
HOW WE ARE DIFFERENT

Limited Effect on Skin Regeneration

Autolytic Debridement

Greater Effect on Skin Regeneration

No Microbial Barrier Claim

Microbial Barrier Claim

Mölnlycke
Mepilex AG - Silver

ConvaTec
Aquadel Ag

Smith & Nephew
Santyl

MEDLINE
Derma-Gel Hydrogel

3M
Tegaderm

BEECure™ M

INTEGRATE
Medihoney

PROMOGRAN™
Total Addressable Bioactive Wound Care Market by 2026 (In Billions)

- **Total Global Market**: $13.5 Billion (100%)
- **U.S. Market**: $3.6 Billion (27%)

Segments:
- Moist Wound Care
- Antimicrobial
- Active Wound Care
Based on our business model, the below highlighted amounts are our projected revenues and gross margin in year 2023:

<table>
<thead>
<tr>
<th>% U.S. Market</th>
<th>Revenues (Total Market $3.6bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.5% to 0.75%</td>
<td>$27,000,000</td>
</tr>
<tr>
<td>0.76% to 1%</td>
<td>$36,000,000</td>
</tr>
<tr>
<td>1.1% to 2%</td>
<td>$72,000,000</td>
</tr>
<tr>
<td>2.1% to 3%</td>
<td>$108,000,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>15% to 35%</td>
</tr>
<tr>
<td>36% to 55%</td>
</tr>
<tr>
<td>56% to 75%</td>
</tr>
<tr>
<td>76%</td>
</tr>
</tbody>
</table>

* Advanced Wound Care Historical Market Value Multiplier 3x revenues *
MILESTONES

Previously raised: $565,000
Funding needed: $2,750,000

2017
- Two additional formulation Patents assigned to SanMelix
- BEECure™ I & BEECure™ B

2018
- FDA pre-submission 510(k) meeting
- Wound dressing samples produced
- SOW for FDA 510(k) testing with Air Force CRADA

2019
- BEECure™ M Patent issued
- Honey supply agreement executed
- U.S. Air Force begins testing
- Launched equity crowdfunding campaign

2020-2021
- 510(k) clearance BEECure™ M
- 510(k) clearance BEECure™ R
- Reimbursement code
- Evidence based Clinical Trials
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SOURCES AND USE OF FUNDS

$7M to $10M
Private or Public

$2M to $3M
Private for Clinical Trials

$565,000
Initial Raise & CF

$130,000 Founders

Commercialization
Distribution
Evidence based Clinical Trials
Reimbursement Code
510(k) Clearances
Patent
Primary Evidence & Research

Government
Distributors
Direct

Valuation
PARTNERING TARGETS

Major AWC Companies
- 3M
- Coloplast
- ConvaTec
- MiMedx
- Acelity
- Mölnlycke

Surgical Suppliers
- Allergan
- iRemedy

Major Drug Chains & Distributors for Private White Label
- CVS Health
- Walgreens
- RITE AID
- Cardinal Health
INVEST IN THE ULTIMATE WOUND DRESSING WITH IP PROTECTION FOR ITS SUPERIOR HEALING PROPERTIES

www.startengine.com/sanmelix
FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act that reflect our current views with respect to, among other things, our operations, business strategy, interpretation of prior development activities, plans to develop and commercialize our products, potential market opportunity, financial performance and needs for additional financing. We have used words like "anticipate," "believe," "could," "estimate," "expect," "future," "intend," "may," "plan," "potential," "project," "will," and similar terms and phrases to identify forward-looking statements in this presentation.

Readers are cautioned not to place undue reliance on these forward-looking statements. Actual results may differ materially from those indicated by these forward-looking statements as a result of risks and uncertainties impacting SanMelix’s business, including the ability to predict future revenue associated; rate of growth; the ability to predict customer demand for existing and future products and to secure adequate manufacturing capacity; consumer demand conditions affecting customers’ end markets; the ability to hire, retain and motivate employees; the effects of competition, including price competition; technological, regulatory/FDA and legal developments; developments in the economy and financial markets and other risks detailed from time to time in SanMelix’s filings with the Securities and Exchange Commission, including those described in our Form C as amended, filed with the SEC on June 19, 2019. Forward-looking statements speak only as of the date of this presentation, and we undertake no obligation to review or update any forward-looking statement except as may be required by applicable law.

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REFERENCES

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4. Effect of United States Buckwheat Honey on Antibiotic-Resistant Hospital Acquired Pathogens: https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5326189

5. Case Studies: www.sanmelixlaboratories.com

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