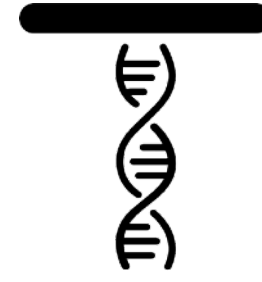


# MATCH

biosystems

Co.  
DECK

2024-11



***What we afford** to clinicians and patients is  
the most valuable asset, that is,*

**TIME**

# Molecular Diagnostics

## UNMET NEEDS

### USER XP CENTERED

Considering Diagnostics workflows & logistics

### SUSTAINABILITY

Manufacturing efficiency, ease of shipping & storage

### RELIABILITY

Sensitivity/specificity >95%

### EARLY DIAGNOSIS

INTRADAY times

## KEY SOLUTIONS

### Room Temp STABILITY

Manufacturing & logistic efficiency + sustainability

### Ready-To-Use

Simple & Error free

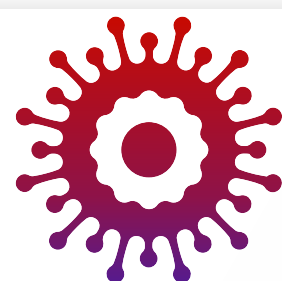
### Sample treatment

<1h, automated & high performance for all targets

### Blood Culture FREE

SEPSIS Dx

## MARKET OPPORTUNITY



**\$25B** (clinical)  
Global Market Size 2023



**CAGR 6-10%**  
Market Growth 2023-2030





# MATCH uxPCR

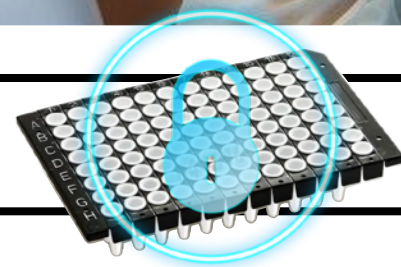
ROOM temperature stability



## Dx industry

	Currently	INDUSTRY BREAKTHROUGH <b>ROOM temperature</b> Ready-To-Use
	Shipping-Storage <b>-20°C</b>	<b>MATCH uxPCR</b>
	<b>INEFFICIENT</b> 💰 ⏳ 😞	
	<ul style="list-style-type: none"> <li>• Dry ice shipping.</li> <li>• Exp. in customs.</li> <li>• No RTU                             <ul style="list-style-type: none"> <li>➔ Technical errors</li> <li>➔ Contamination</li> <li>➔ False positives</li> </ul> </li> </ul>	
<i>PERFORMANCE (sensitivity, LOD)</i>	Decreased	<b>Max</b>
<i>MANUFACTURING times</i>	2-3 days	<b>&lt; 1 hour</b>
<i>Initial INVESTMENT</i>	>100K€ (small batches)	<b>0 € (OEM service)</b>
<i>IN-HOUSE tuning</i>	Strongly hard (expensive)	<b>N/A</b>
<i>Energy consumption</i>	High	<b>Low (SDG)</b>
<i>Chemicals with greenhouse effect</i>	Cooling fluids	<b>FREE (SDG)</b>
		<b>&gt;90% OP COST REDUCTIONS</b> <b>100 plates/day-shift</b>

IP STRATEGY



MATCH's PROPRIETARY MANUFACTURING TECHNOLOGY : Know-how protection



DECK



# MATCH uxPCR

## Are your PCR kits customer friendly?

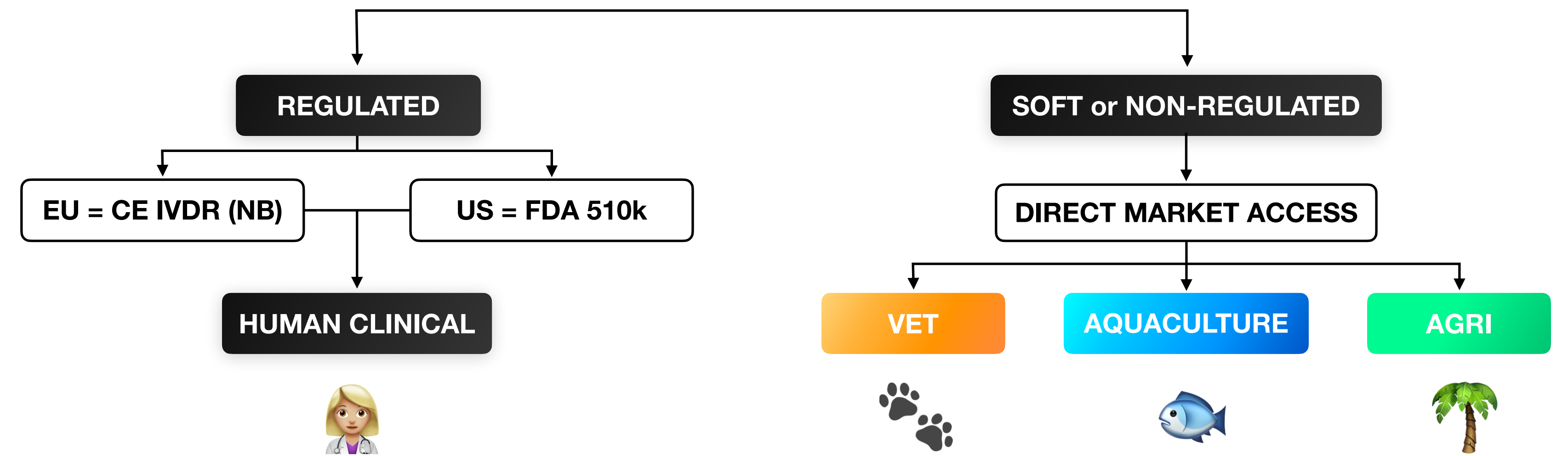


## Potential in Dx industries

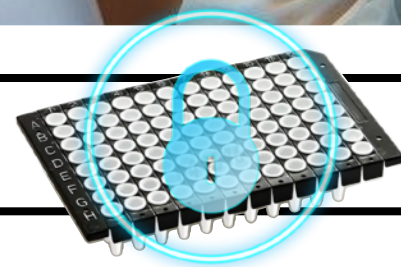
INDUSTRY BREAKTHROUGH

**ROOM temperature**  
Ready-To-Use

# MATCH uxPCR



IP STRATEGY



MATCH's PROPRIETARY MANUFACTURING TECHNOLOGY : Know-how protection



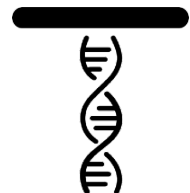
DECK

# MATCH uxDiagnostics VS Competitors



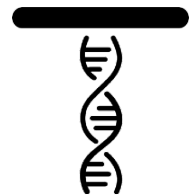
	SENTINEL	certest	Jena Bioscience	cytiva	QIAGEN	Promega	MATCH biosystems
Ready to Use	✓	✗	✓	✓	✓	✓	✓
Without using Lyophilization	✗	✗	✗	✗	✗	✗	✓
NO need for Refrigerated Stockage	✓	✗	✓	✓	✗	✓	✓
NO need for Refrigerated Transport	✓	✓	✓	✓	✓	✓	✓
Primer Design Platform <b>Time reduction: 7d to 30'</b> <b>Cost reduction: 75%</b>	✗	✗	✗	✗	✗	✗	✓

\* MATCH uxDiagnostics™ = MATCH uxPCR™ + MATCH Dx Intelligence™



# USE CASE

IN THE HIGHEST REGULATED DX FIELD  
HUMAN CLINICAL



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# Invasive Candidiasis (IC)

2nd cause of SEPSIS

WHO fungal priority list



Current Gold Standard

BLOOD CULTURE BASED

2-5 days to result

50-60% reliability

## INEFFICIENCIES

INCIDENCE

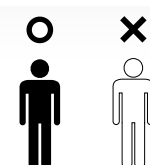
≈1M

PER YEAR JUST IN US



MORTALITY RATE

≈50%



MORTALITY INCREASE

34%

THERAPY DELAY >48h



MISSED DIAGNOSIS

+10

Candida spp excluded



ADVERSE EFFECTS

>2M

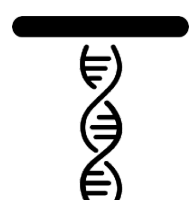
PER YEAR JUST IN US



ECONOMIC BURDEN

>\$1.2B

\$97K/INPATIENT/YEAR



DECK



# MATCH Global Dx Solution for IC

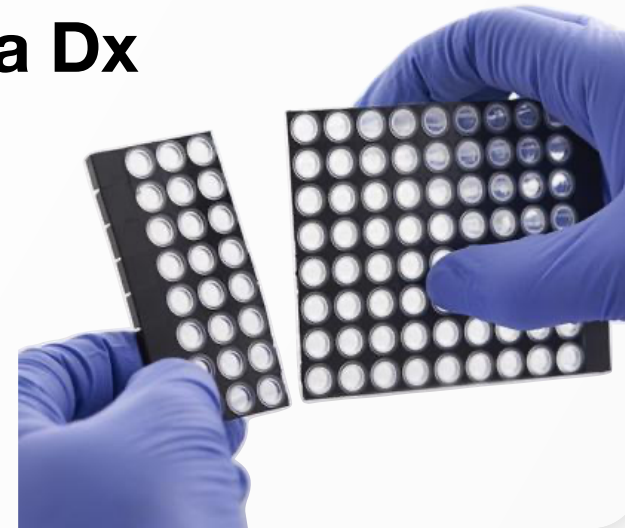
Step 1  
**MATCH Fungal DNA**

Direct from blood  
1<sup>st</sup> specific fungal DNA extraction & purification  
x5 volume **UNIQUE PERFORMANCE**  
**AUTOMATED** ready  
Room temp >1 year



Step 2  
**MATCH Candida Dx**

100% Candidemias  
Ready-To-Use  
Room temperature  
stability >1 year



With **MATCH's Dx**

**BLOOD CULTURE FREE**

# 1-2 hours to result

# >95% reliability

## CLINICAL STEP FORWARD

**PATIENTS**

# >34%

REDUCTION IN MORTALITY



**CLINICIANS**

# 100%

IC CASES COVERED



**HEALTHCARE SYSTEM**

# >\$30K

/PATIENT  
STEWARDSHIP SAVINGS

IP STRATEGY



(i) MATCH Fungal DNA: US application + PCT

(ii) MATCH Candida Dx: Spanish application + PCT



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# MATCH Candida Dx VS Competitors

**GOLD STD**  
Blood culture

**T2 Biosystems**



**MATCH**  
biosystems

**KOL's feedback**

"There is a strong case for this product as Invasive candidiasis appears often in clinical settings. Reimbursement occurs per DRG code; therefore, clinicians need fast diagnose to treat the right species and save money to the hospital."

**Lab Director, Community Hospital, Pennsylvania, USA**

"The key for us is Invasive Candidiasis because there is an emergency. For these patients, the diagnosis needs to be fast to avoid severe complications."

**Director, Laboratory Services, Columbus, GA, USA**

"Personnel training is not needed for qPCR. For example, in my lab, 90% of the testing that we do is qPCR in virology."

**Laboratory Manager in Infectious Diseases, Palo Alto, CA, USA**

"There is added value when you can store things at room temperature. Indeed, laboratories are growing, plus freezers are not cheap and take space."

**Laboratory Manager in Infectious Diseases, Palo Alto, CA, USA**

"Some assays cannot make spp differentiation, which is a key drawback."

**Director of Mycology at NIH & FDLC member, Maryland, USA**

Platform technology

qPCR + RMN

qPCR

RTU qPCR

**INTRADAY RESULTS**  
**BLOOD CULTURE FREE**



100% Cases Invasive Candidiasis  
**Single specie ID (helpful to treat resistances)**



Ready to Use + Room Temp Stable >1 year



UNIVERSAL standard equipment



AFFORDABLE for any healthcare center



CE + FDA-approved



Est. 2025

**RRP (per patient)**

≈ \$300  
BC + identification + proprietary equip

\$250-450

BC + \$50-70

\$50-99



DECK

# MANAGEMENT TEAM

Experienced scientists, healthcare pros, life science industry directors, business strategist & financial experts.

CEO & Co-founder



**Adrián H Teruel, PhD**

Pharm.D, PhD in Nanomedicine & ThePowerMBA

**Core areas of expertise.** Biomedical research, industrial property, health regulatory affairs, digital marketing, team management and business strategy.

**2019-2020 MATCH INCEPTION.** Working jointly with Clave Capital & BHV we founded the biotech company MATCH biosystems to bring innovative know-how to the field of DIAGNOSTICS.

BoD Chairman



**Marta Príncipe, PhD**

PhD in Biology & AMP ESADE

CEO at [BHV Partners](#).

+20 years of management experience in biomedical companies.

SUP. INFRASTRUCTURES



MATCH TEAM



**Diego Martínez**  
CFO

Mechanical Engineer.  
Business analyst in [Clave Capital](#) since 2016.  
Highly skilled in financial strategy & VC structure.



**Carlos Arias Antón**  
Strategy Director

Chemical Engineer & MSc. Nanotechnology.  
Formerly CEO & founder at iMicroQ, a company of Point of Care technology for pathogen detection.  
+30 years of experience as Project Manager & business development.



**Avelina Moreno**  
Head of R&D

Biotechnologist & MSc. Microbiology.  
Lead developer in 3 clinical IVD projects from lab concept to market ready in EU & USA.



**José Antonio Picó**  
QP/QA Manager

PhD in Pharmacy.  
Formerly QP/QA Manager & founder at [Korott SL](#), a company developing and commercializing medical devices and cosmetics.



**Gabriel Rodríguez**  
Sales Strategy Advisor

PhD in Neurobiology, MBA  
Key Account Manager EMEA, Spain & Portugal at [ThermoFisher](#) +11 years.  
Formerly Sales Manager Iberia at Promega +7 years.

CLINICAL ADVISORY BOARD



**Amir Seyedmousavi, PhD**  
F(ECMM)

Director, Mycology Diagnostics, and Senior Scientist, National Institutes of Health Clinical Center Bethesda, Maryland, USA / Member, Fungal Diagnostics Laboratory Consortium and European Confederation of Medical Mycology.



TECH ADVISORY BOARD



**Maria Badal, PhD**

Ex-Associate Principal Scientist & Freeze-drying Specialist at [Cepehid](#)  
+10 years as Formulation Scientist/Project Manager



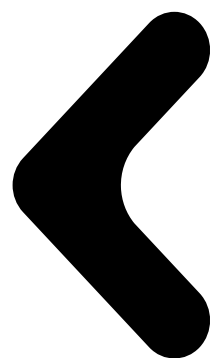
DECK



# 6. BUSINESS MODEL (B2B) & MARKET ACCESS



**MATCH uxPCR™**



**OEM manufacturing**

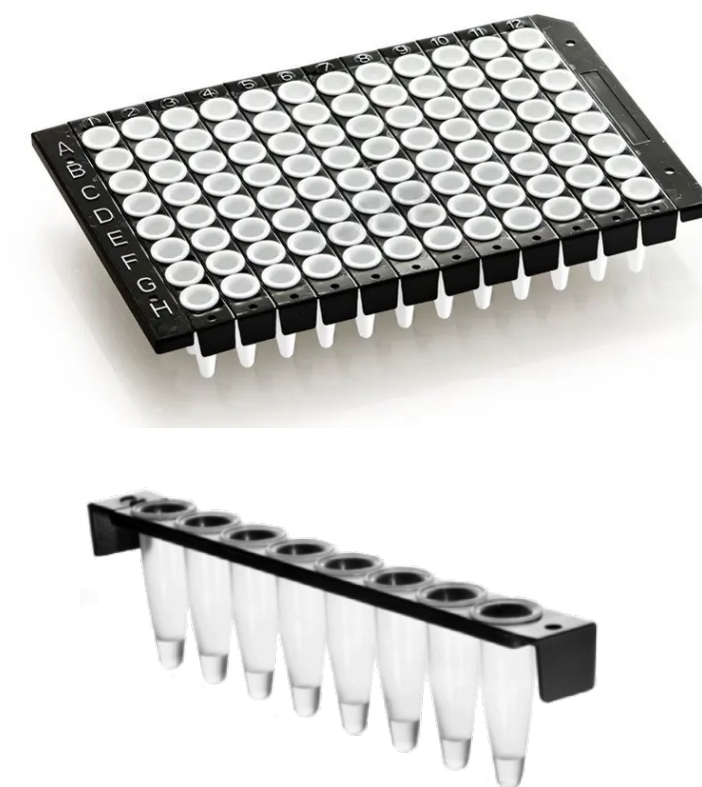
for SMEs & trial tests for Big Dx co.

**Licensing**

tech transfer for Big Dx companies

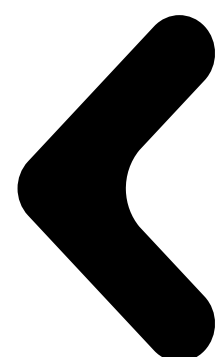
**GM 45-60%**

**UPFRONT +  
CONSUMABLES**



## Clinical Portfolio

**TECH ADOPTION & SUCCESS CASES**



**1. Kit Provider/Distribution**

partnering with clinical distributors

**GM + 50%**



**2. Licensing & Co-Dev**

fulfill Big Players' clinical portfolio

**UPFRONT +  
NET INCOME ≈10%**



**1. Kit Provider/Distribution**

partnering with clinical distributors

**GM + 50%**



**2. Licensing & Co-Dev**

fulfill Big Players' clinical portfolio

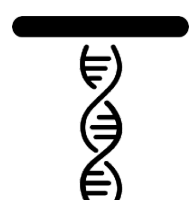
**UPFRONT +  
NET INCOME ≈10%**



**CLINICAL PIPELINE 2025-2030** (i) Candida Dx (ii) Sepsis Dx (iii) STI for PoC (iv) Pediatric infections for PoC

MATCH DNA Extraction™

MATCH Candida Dx™



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# MATCH uxPCR

**OEM annual capacity in 2025**

**2.23M €**

Gross margin 45-60% initially with a competitive price.  
 Semiautomated production in current pilot scale facilities ≈ 1.2M Rx/annual for OEM.

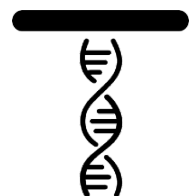
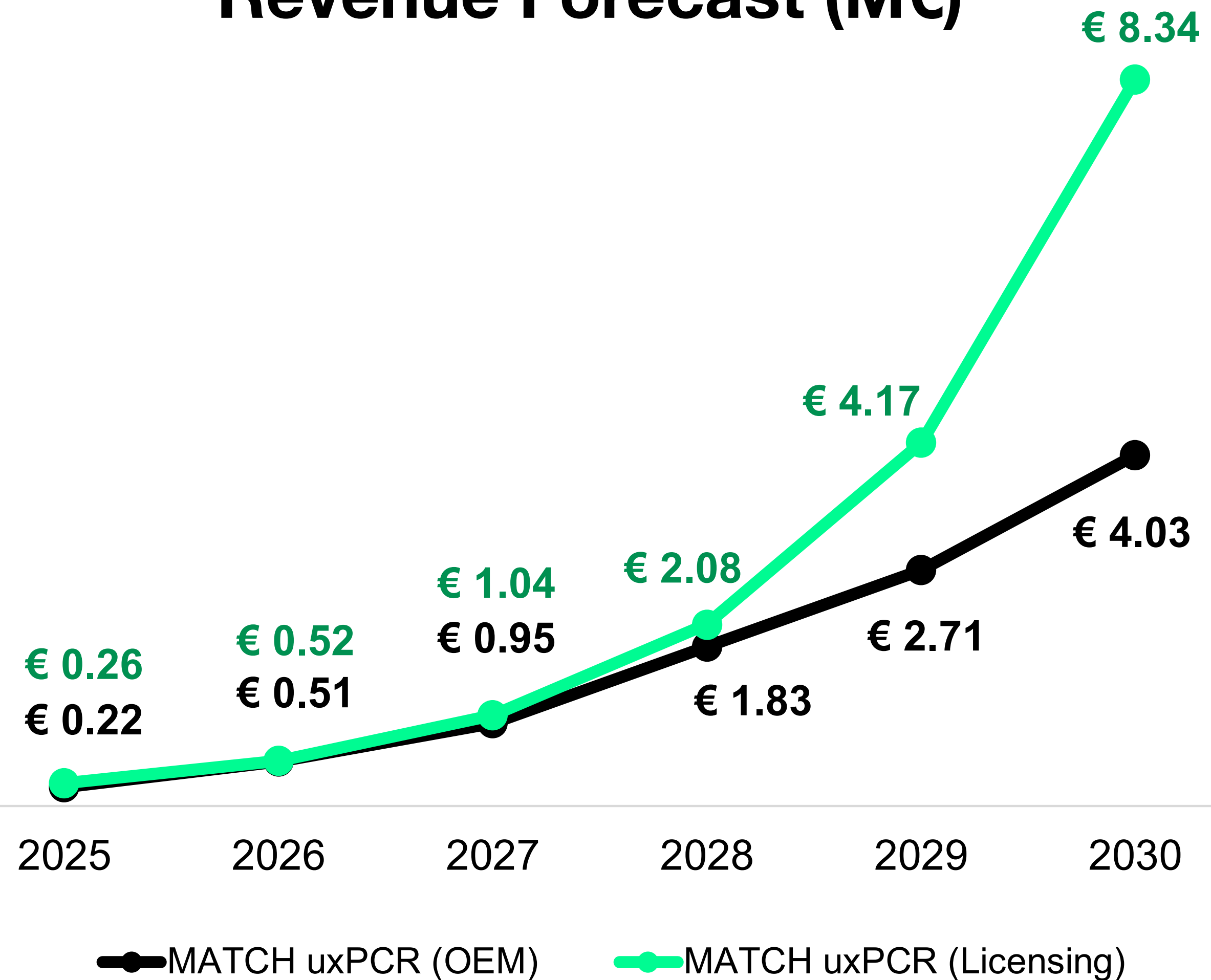
**Business goal for 2025**

**≈ 450K €**

Average potential based on ongoing negotiations.  
 Goal for 2025 → Close with 3 to 4 potential customers (OEM & Licensing).

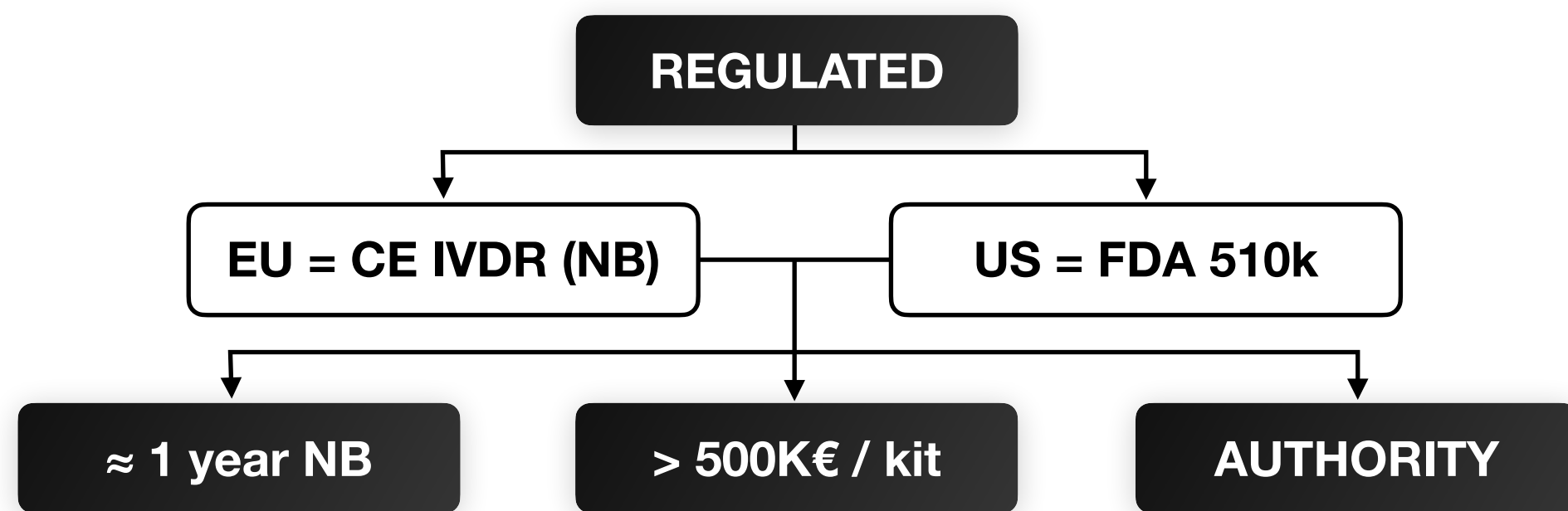


## Revenue Forecast (M€)



# Clinical Portfolio

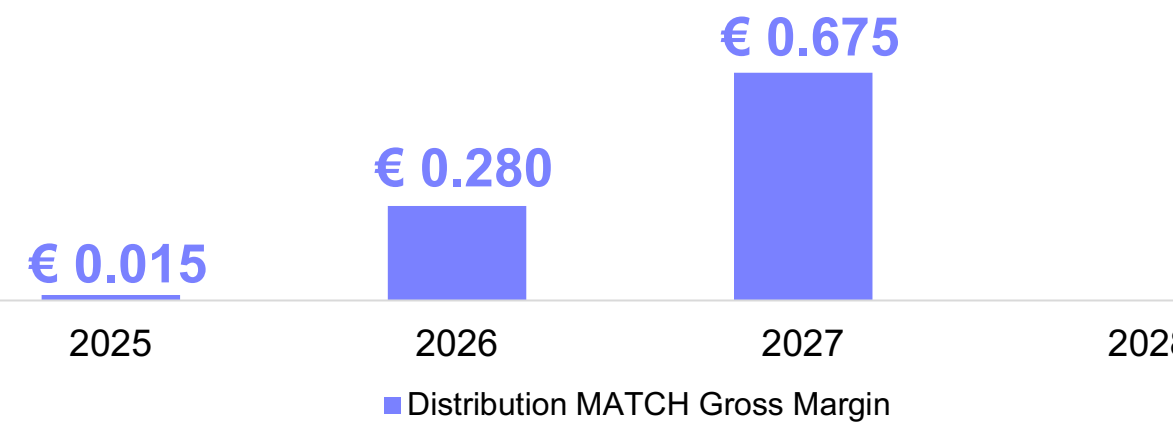
- 1. Distribution to reach **1.5-2M €**
- 2. Licensing to scale **Net Inc ≈10%**



## Revenue Forecast (M€)

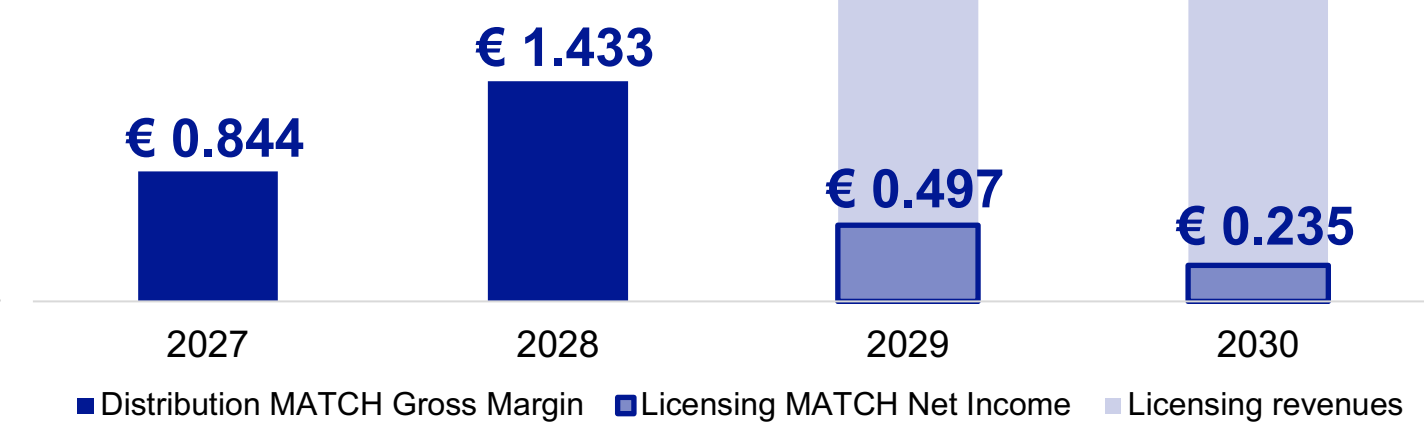
**MATCH Candida Dx**

Landing revenues (M €/year)



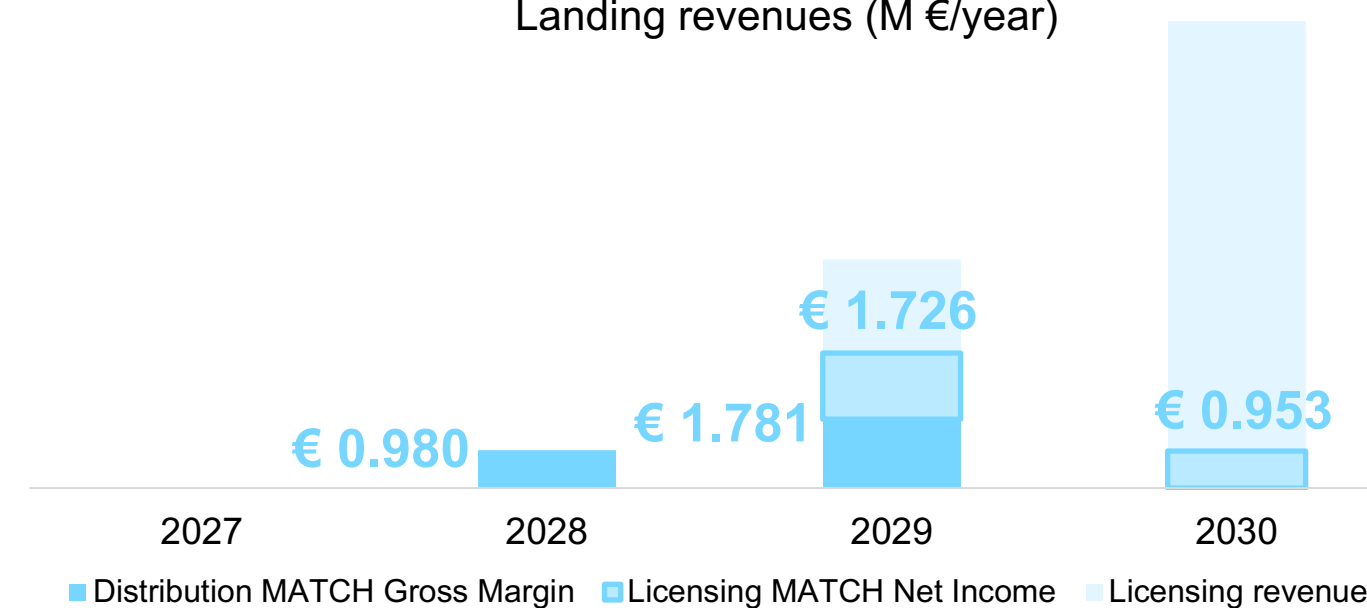
**MATCH Sepsis Dx**

Landing revenues (M €/year)



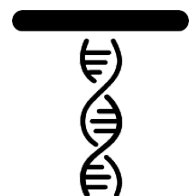
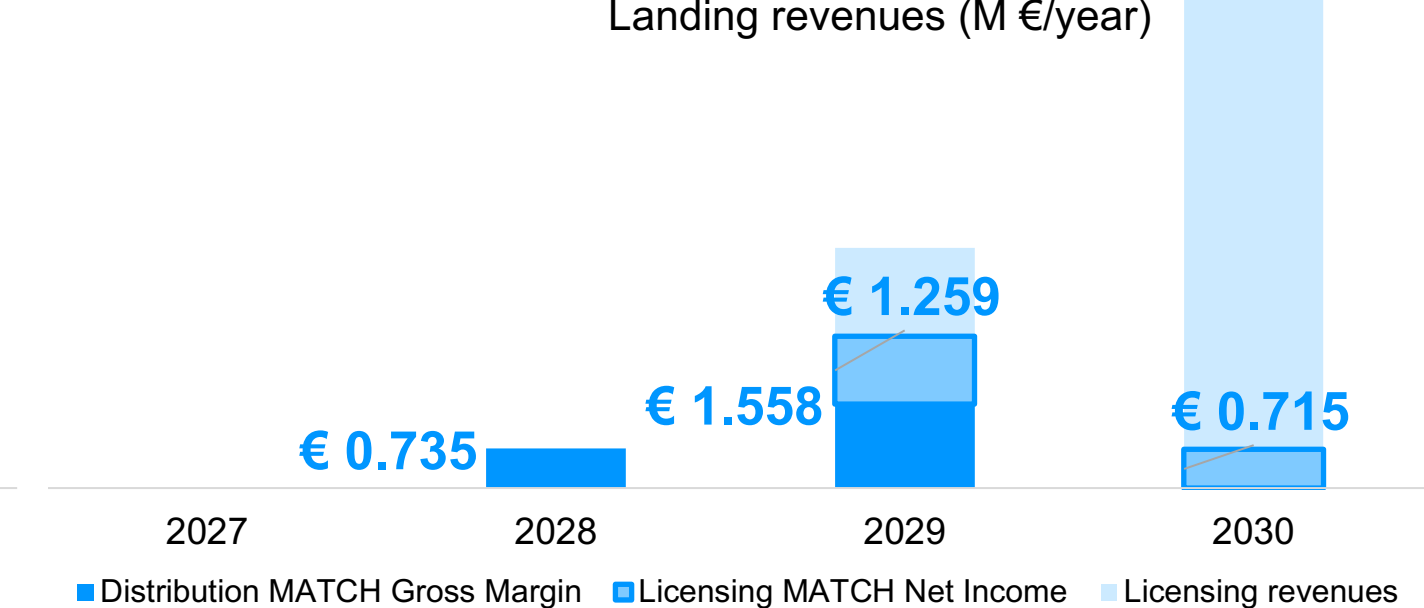
**MATCH STI PoC**

Landing revenues (M €/year)



**MATCH Pediatric PoC**

Landing revenues (M €/year)



# RAISED ≈1.5M €

## PREVIOUS ROUNDS

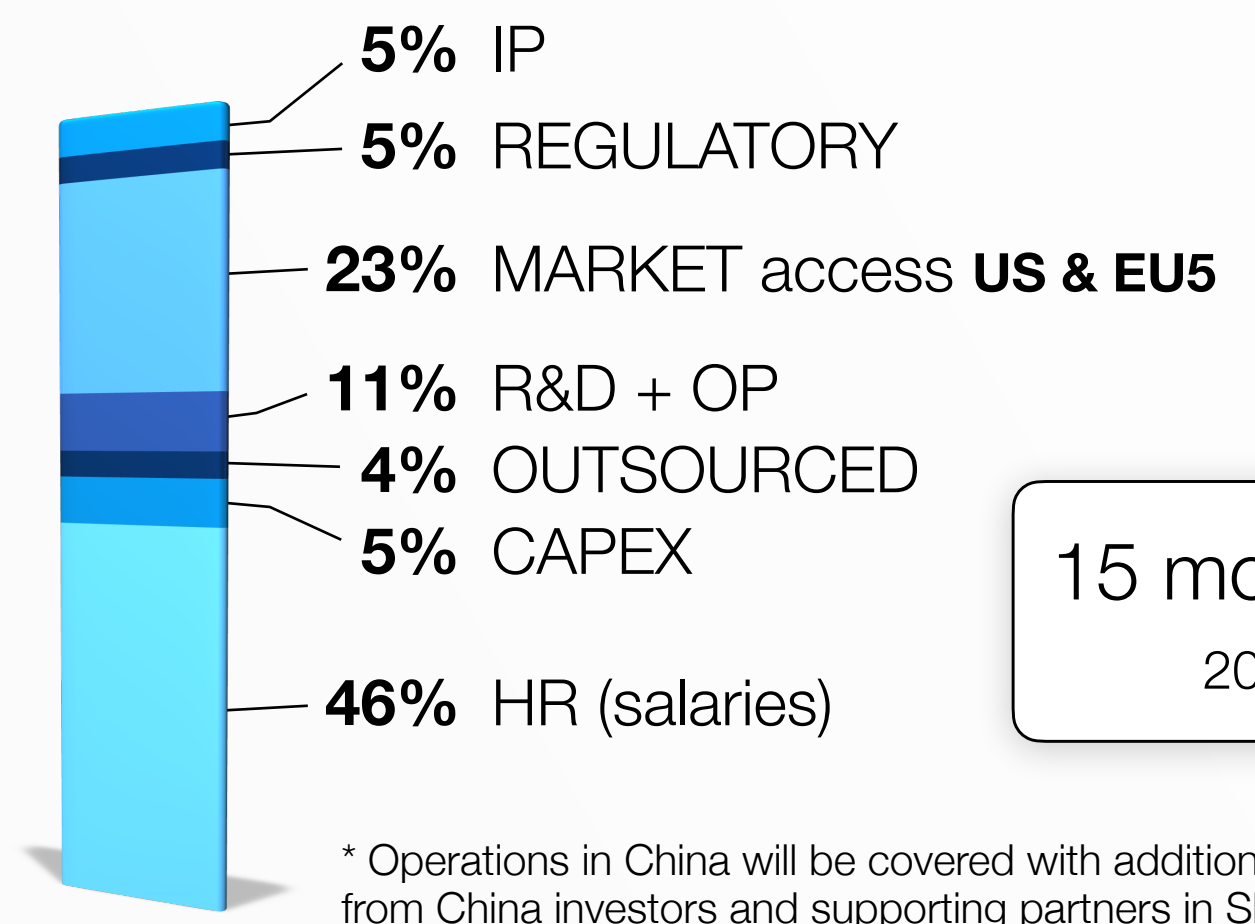
- ✓ R&D developments
- ✓ PILOT scale facilities semi-automated
- ✓ **AEMPS IVD manufacturing license**
- ✓ **Analytical validation (pre-clinical)**
- ✓ **Certification ISO 13485 by bsi (NB)**
- ➔ **Clinical validation & CE/FDA submission**  
(i) MATCH Fungal DNA (ii) MATCH Candida Dx
- ➔ IP Strategy deployment
- ➔ PILOT scale automation upgrade



# RAISING 2M €

## SERIES A PHASE I ROUND

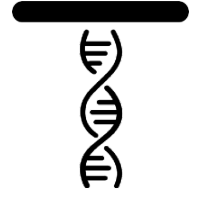
- ▶ **US, EU5 & China\* tech adopt + market access**
- ▶ **PILOT scale automation upscaling**
- ▶ **IP maintenance**
- ▶ **REGULATORY maintenance**
- ▶ **New R&D developments**



15 months runway  
2025-Q1 to 2026-Q2

\* Operations in China will be covered with additional fundraising coming from China investors and supporting partners in Shenzhen.

### DECK

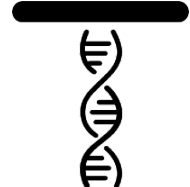


# TOP 20 HEALTH INTERNATIONAL STARTUP



**2023/09/19** PRIZE WON in Spain Division  
Spain Division 2K€ + covered TRIP to the  
(Madrid) final in Shenzhen

**2024/04** RANKED IN TOP 20  
International Biomedicine & Health  
Division (Shenzhen) International Projects





# ASK ME FOR AN EXTENDED CO. ROADMAP



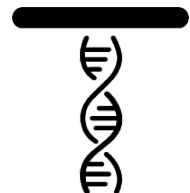
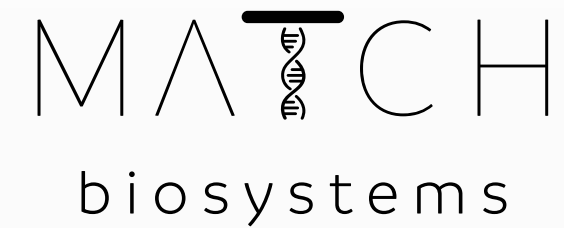
**Adrián H Teruel, PhD**  
**CEO**

[adrian@matchbios.com](mailto:adrian@matchbios.com)

<https://www.linkedin.com/in/adrianhteruel/>

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+34 626 660 555



MATCH

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**SUSTAINABILITY** THAT SAVES THE PLANET  
**TIME** THAT SAVES LIVES