



DIAGNOVUS

Personalized Information for Underserved Diseases

Overview

What we do: Diagnovus is a personalized information company trying to fundamentally change the way patients are treated. We deliver personalized diagnostic information and services to physicians treating patients suffering from aggressive, underserved and less frequent diseases.

How we do it: Diagnovus develops diagnostic, prognostic and predictive molecular diagnostic assays with leading research institutions and hospitals throughout the U.S. and Europe. We then translate these discoveries into clinically adopted diagnostics for pathologists, clinicians, and most importantly, patients.

Why we do it: Our goal is to provide a differentiated, specialized and integrated assessment of a patient's risk for disease progression and prognosis as well as therapeutic prediction, aiding physicians and health care professionals in making

vital decisions concerning the treatment of underserved diseases. Our core principles are defined by a passion to serve and dedication to create evidence-based molecular diagnostic products. By employing these values and principles, we believe we will make a meaningful contribution to improving outcomes for patients, help physicians to provide more effective care and contribute to a more efficient use of health care resources.

Advantages:

- Avoid competition by focusing on smaller markets with no existing technology
- Target tertiary centers where most patients with less frequent diseases are treated
- Sell directly to the decision maker
- Develop first-in-class products
- Robust pipeline
- Strong connections with key opinion leaders and payors

First Product (Launched March 2013)

- Diffuse Large B Cell Lymphoma (DLBCL) is the most common subtype of non-Hodgkin's lymphoma
- Incidence of 19,000 patients/year
- R-CHOP is front-line therapy (\$40,000/cycle – most patients given 6 cycles)
- 40% of patients still die despite R-CHOP treatment



- Simple, clinically robust test that predicts outcome for patients with DLBCL taking R-CHOP
- 2 gene assay: Includes the most prognostic genes in DLBCL such as LMO2 and CD137
- Developed with Stanford University (Ron Levy, Chair of Oncology)
- Validated in over 400 patients
- Over 20 peer-reviewed publications

Pipeline

Development Programs	Early Development	Development	Validation	Commercial	U.S. Incidence
Hematologic Malignancies					
Diffuse Large B Cell Lymphoma	ENGAUGE™-Cancer-DLBCL				19,000
Chronic Lymphocytic Leukemia					15,000
Mantle Cell Lymphoma					3,000
Cutaneous T Cell Lymphoma					16,000
Gastroenterology					
Barrett's Esophagus	ENGAUGE™ GI-Barrett's Esophagus				32,000
Eosinophilic Esophagitis	ENGAUGE™ GI-Eosinophilic Esophagitis				6,000
Interstitial Lung Disease					
Idiopathic Pulmonary Fibrosis					22,000
Sarcoidosis					35,000

Executive Summary

Company

Founded
October 2011

Headquarters
Nashville, TN

Industry
Life Science

Sector
Molecular Diagnostic

Management Team

James Stover, Ph.D.
President

- Trained scientist from University of Virginia, Vanderbilt University and The Scripps Research Institute
- 10 years of experience in venture banking, venture capital, technology transfer and new company creation

Jeff Sharman, MD
Chief Medical Officer

- Medical Director of Hematology at US Oncology Network
- Trained at Massachusetts General, Stanford University

David Barkhurst
VP, Sales & Marketing

- 25 years of experience in diagnostic sales and reimbursement with Abbott, Atherotech, Vermillion and Asuragen
- Built teams that achieved \$100 million recurring revenue and managed new product launches

Jeff McCormack, Ph.D.
Laboratory Director

- Previously founded 3 healthcare companies
- 20 years of CAP/CLIA laboratory experience in molecular diagnostics

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