

## KaloCyte

Demonstrates the impact and synergy of BioGenerator's pre-investment programs to use start-up coaching, strategy formation and resources to drive large quantities of non-dilutive funding as an attractant for Angel and, ultimately, VC investors.

### Introduction

KaloCyte Inc. is developing an artificial red-blood cell for use as a resuscitation agent in environments where whole-blood supplementation is unavailable or un-desirable. The company has been enormously effective in winning substantial dilutive and non-dilutive funding and advancing its product ErythroMer™ towards commercialization.

### BioGenerator Support

BioGenerator leveraged its Grants, Fundamentals, and Grants-2-Business programs enabling the company to craft and implement three highly innovative strategies (technical differentiation, accelerating regulatory path, Federal de-risking grants) to attract expertise and funding,

BioGenerator Grants paid 3<sup>rd</sup> party expertise to independently evaluate the company's IP. The G2B program recruited the necessary expertise to craft two highly effective grant applications totaling \$5M. One of these is with an important potential customer (US DOD) and a separate grant initiative with BARDA is just getting underway.

### Seed Financing

BioGenerator Director Harry Arader has effectively played the role of acting start-up CEO, recruiting most company consultants and full-time employees and at least one board member. He has also led the Company's first dilutive fund raise.

*"The BioGenerator Fundamentals and G2B programs were critical in helping me and my colleagues found, launch and fund KaloCyte. Without the strategic and operational contributions available through these programs we would certainly be nowhere near our current status and success."*

**Allan Doctor, MD**

**Professor of Pediatrics, Critical Care Medicine, Children's Hospital & Washington University School of Medicine,  
Co-Founder & President, KaloCyte Inc.**

### OBJECTIVES

- Enable commercialization of world class Washington University research
- Advance an Artificial Red-Blood Cell technology that can save the lives of military personnel and civilian victims of ex-sanguinating trauma
- Enable advancement of new company

### SOLUTION

- BioGenerator Fundamentals programs enabled founders to conceive an effective vision
- BioGenerator Grants and other support provided the expertise necessary to win substantial non-dilutive funding through its Grants-2-Business program
- BioGenerator has been instrumental in identifying and recruiting world-class experts in the relevant technical and business fields

### RESULTS TO DATE

- KaloCyte recruited critical participants including, VP, Clinical and Regulatory Development, three full-time technical staff, and two company Directors. Several expert consultants and contractors have also been identified and retained
- The company recently has raised \$5M in non-dilutive funding to date