



DESTINATION STARTUP

BCell Solutions, Inc.

One-Sentence Summary of What You Do: BCell Solutions, Inc., is a pre-clinical biopharmaceutical company commercializing a pipeline of immunotherapies that harness immune cell-surface signaling to stop inflammation.

Affiliated Institution: University of Colorado Colorado Springs (UCCS)

Have you formed a company yet? Yes

Funding/Financing: Grant Funding, Direct/Indirect University Support, Angel Funding (including Self or Friends/Family), Other

Please describe your company and the problem you are trying to solve: BCell Solutions, Inc., is a pre-clinical biopharmaceutical company commercializing a family of highly anti-inflammatory, small molecule peptides to stop unwanted inflammation. Uses include treatment of chronic inflammation, acute/hyper-inflammation, and neuroinflammation. Our lead indication is kidney disease, supported by data from two animal models showing BCS Immunotherapy's successful reversal of loss of kidney autoregulatory function, a key element that leads to kidney damage, chronic kidney disease, and eventually renal failure.

BCS Immunotherapy was originally designed computationally by our team to reverse a cell-surface "camouflaging" condition that cloaks a subset of inflammatory B cells, allowing these cells to escape immune recognition and to proliferate and linger, thereby driving various chronic inflammatory diseases. By uncloaking these camouflaged cells to the immune system, BCS Immunotherapy facilitates selective deletion of unwanted inflammatory cells, offering a novel treatment for a range of chronic inflammatory diseases. Relevant findings have been published in multiple peer-reviewed journal articles.

Subsequent data indicates that BCS Immunotherapy also blocks production of inflammatory signaling proteins known as cytokines, including IL-1 β and IL-6, via an important connection between the nervous system and the immune response, known as the "cholinergic anti-inflammatory pathway." BCS Immunotherapy engages this anti-inflammatory pathway by activating an important subset of acetylcholine receptors. BCS Immunotherapy's downregulation of inflammatory cytokines provides a novel, practical method to treat multiple inflammatory conditions.

BCS Immunotherapy has been studied in multiple pre-clinical animal models of inflammatory disease, including kidney disease, preeclampsia, rheumatoid arthritis, and traumatic brain injury. Relevant findings from several of these studies have been published in peer-reviewed journal articles.



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Our lead indication is kidney disease, supported by data from two animal models that show BCS Immunotherapy's successful reversal of loss of kidney autoregulatory function, a key element of chronic kidney disease and renal failure. Results from the first animal model showing BCS Immunotherapy reversed loss of kidney autoregulation has been published in a peer-reviewed journal article.

What is/was your go-to-market strategy? New treatments to resolve underlying causes of unwanted inflammation are an area of intense interest in the biopharmaceutical sector, and involve an addressable market measured in tens/hundreds of billions of dollars. Therefore, biopharmaceutical companies spend vast sums annually acquiring and/or in-licensing promising new technologies/drugs, like ours, that offer new mechanisms of action to control unwanted inflammation. In this sector, M&A is considered the new R&D. Because FDA review/approval of new immunotherapies is a multi-year process, sales of our immunotherapy to end-user patients is not our initial go-to-market strategy. Rather, our "first market" is establishing early "right to study" and "out-licensing" deals with established pharmaceutical companies interested in early-stage access to our immunotherapy and IP/technology. Because our immunotherapy and IP/technology is designed to treat underlying causes of inflammation using newly discovered mechanisms of action that can be used to treat multiple inflammatory diseases, we anticipate establishing multiple, disease-specific collaboration relationships. This go-to-market strategy is designed to establish early revenue streams for BCell Solutions, and to spread the considerable costs and risks of human clinical trials and FDA approval to larger, well capitalized pharmaceutical collaborators. BCell Solutions has previously discussed its immunotherapy and IP/technology with multiple groups of sector investors and pharmaceutical companies. Several have expressed interest in exploring collaboration agreements following our completion of additional validating studies. We now seek Advanced Seed/Angel Round capital to accelerate completion of key additional validating studies, which we anticipate will be closely followed by one or more collaboration deals with larger pharmaceutical companies.

How will/do you generate revenue? Revenue from drug sales to patients will occur after FDA approval, projected for late 2027 or early 2028. In advance of drug sales, we anticipate that key validation inflection points for our technology achieved in 2021 and 2022 will facilitate "right to study" and out-licensing deals with pharmaceutical companies interested in acquiring new technologies and drug assets to treat inflammation, creating significant revenue potential in advance of FDA approval or drug sales to patients. We also anticipate our technology validation inflection points will produce substantial value inflection points for our company, resulting in early acquisition and high-multiplier exit opportunities for early investors in advance of FDA approval or sales revenue.



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How will this showcase benefit your company or technology? We are opening a Seed funding round to support commercialization of our lead asset to treat kidney disease, and this showcase will increase the exposure of our company and immunotherapy assets to accredited investors interested pre-clinical stage therapeutics investment opportunities.

Who are the members of your team and why is this the right team to get the job done?

Our founders are:

- Bernard (Chip) Landman, CEO, an experienced leader, manager, and entrepreneur.
- Dr. Ian Askill, COO, a successful biomaterials chemist and entrepreneur with start-up, management, and leadership experience, including 20 years as CEO of a successful biomaterials company, preceded by employment at a large pharmaceutical company.
- Dr. M. Karen Newell Rogers, CSO, a highly regarded immunologist responsible for many important discoveries, inventions, and patents in the field of immunology, with significant focus on cellular energetics, B cell and T cell function, and MHC class II-induced cell death. Dr. Newell Rogers' discoveries and inventions are foundational to BCell Solutions' technology and pipeline of immunotherapies.

Our business development and financial plan adds key personnel to the team, including a fractional CFO, additional senior science and project management staff, regulatory affairs, and others, to implement successful commercialization.

