



DESTINATION STARTUP

GPER G-1 Development Group

One-Sentence Summary of What You Do: GPER G-1 Dev. Group is developing a novel therapeutic for the treatment of Diabetes and Obesity.

Affiliated Institution: University of New Mexico

Have you formed a company yet? Yes

Funding/Financing: Grant Funding, Angel Funding (including Self or Friends/Family)

Please describe your company and the problem you are trying to solve: Diabetes is a growing concern globally—it is a leading cause of death and is projected to increase from 415 million diabetics in 2015 to approximately 642 million in 2040. Total diabetes related health expenditure is also expected to rise at a rate of 9.2% to \$802 billion by 2040 (Source: Frost and Sullivan). GPER G-1 Development Group is a drug discovery and development company with the primary goal of advancing novel drug candidates that modulate the G protein-coupled Estrogen Receptor (GPER). The lead drug candidate is G-1 (Tespria™), a GPER agonist to treat obesity through weight loss, and to reverse diabetes and pre-diabetes. The GPER G-1 Development Group is focused on developing this proprietary technology into small molecule drug compounds, including G-1 (a GPER-selective agonist), and G15 and G36 (GPER-selective antagonists). Currently identified indications for the drug candidates include obesity, diabetes, hormone replacement, cardiovascular diseases, kidney diseases, fibrosis and bacterial infection. Globally, the diabetes drug market is estimated to be more than \$50 Billion (\$25 Billion in the US) in 2020 and is expected to be \$78 Billion globally by 2026. Major drug classes include insulin, DPP-4 inhibitors, GLP-1 receptor agonists and SGLT2 inhibitors. An estimated 30 million people in the U.S. suffer from diabetes including approximately 7 million that have not yet been diagnosed. The total economic burden is estimated at \$330 Billion, including \$240B in direct medical costs and \$90B in lost productivity. The company holds multiple patents and has trademarked Tespria™.

What is/was your go-to-market strategy? GPER G-1 Development Group is still in the early stages of development and is currently pursuing a three-fold business strategy: 1. To pursue licensing deals with Pharma companies. The company has signed a contract with Destum Partners, a well-known strategist, to focus on advancing the company's position in the marketplace. GPER G-1 also has an MTA (material transfer agreement) with a Pharma company to test the compound and has the potential to spark further engagement on developing the compound. 2. To pursue more non-dilutive capital via the NIH STTR program. The company has received a \$300K Phase One STTR, and is executing its milestones. The next step is to submit for a Phase Two STTR for \$2M in the January, 2021 timeframe. 3. To pursue venture capital funding of \$3.2M to create a strategy and



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execute on all the activities of an Investigational New Drug (IND) Application. The GPER G-1 team has been meeting with VC firms that indicated interest from the ABQid Balloon Pitch competition and the Bio International Convention partnering program. The company is committed to continued engagement.

How will/do you generate revenue? The product that our company will offer post commercialization is Tespria™, a drug that treats obesity through weight loss, and has the potential to reverse diabetes and pre-diabetes. The goal of the company is to produce this drug in oral form for distribution after commercialization. There are many steps to get a new drug to market, but they are well known and GPER G-1 will follow that path.

How will this showcase benefit your company or technology? This showcase will benefit our company on multiple levels. GPER G-1 Development Group not only looks forward to connecting with promising investors, but is also eager to educate the marketplace on the advancements for treating diabetes and obesity. The company is hoping to raise capital and possibly secure a strategic partner to further develop the technology and reach an IND status. Our current funding goal is \$3.2M in equity investment opportunity.

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

GPER G-1 Development Group was founded by the New Mexico Start-Up Factory in 2018. The team consists of an elite group of professionals:

- Eric Prossnitz, PhD – Lead Inventor: Distinguished Professor of Internal Medicine; Chief, Division of Molecular Medicine; Maralyn S. Budke Chair of Cancer Chemical Biology and Therapeutics; Co-Leader, Cancer Therapeutics Program; UNM Comprehensive Cancer Center, UNM Health Sciences Center
- John Elling, PhD – Chief Executive Officer: Co-Founder; Entrepreneur & CEO Specialist; Co-Founder & CSO, Greffen Systems: General Partner, Phase One Ventures: Founder, President & CEO, Acoustic Biosystems Inc.: Founder, President & CEO; MitoTech LLC, Founder; President & CEO, Acoustic Cytometry Systems
- John Chavez – Chief Financial Officer: Co-Founder; Financial Advisor and Venture Specialist; Former President of the New Mexico Angels; Partner in NMA Ventures; Partner in Phase One Ventures; Managing Director of the New Mexico Start-Up Factory; President and Founder of Tafoya & Brainer Consultants
- Andrea M. Garcia - Chief Operations Officer: Co-Founder; Company Operations Specialist, the New Mexico Start-Up Factory; Infrastructure & Development Advisor; Project Manager (Osazda Energy); Project Manager (TNeuro Pharma); Former Vice President (New Mexico Angels)