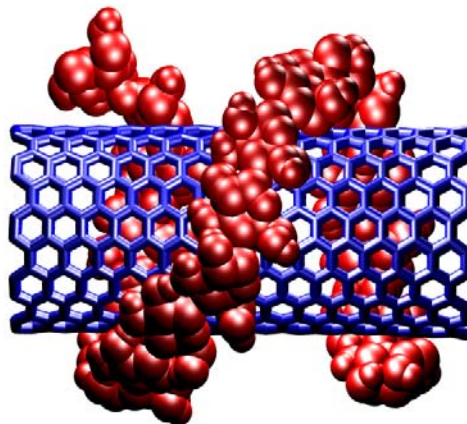


# Nanomix – NanoEquity Europe 2006

July 11, 2006

*Providing access to critical information*



David L. Macdonald  
President and CEO  
Nanomix  
5980 Horton Street, Suite 600  
Emeryville, CA 94608  
Main: 510-428-5300  
Mobile: 510-410-2855  
[www.nano.com](http://www.nano.com)  
[dmacdonald@nano.com](mailto:dmacdonald@nano.com)

# Nanomix Overview

- Founded in 1997 as a UC Berkeley nanomaterials venture
  - ✓ **Leveraging a scaleable detection platform**
- Competitive advantages from this detection platform
  - ✓ **Ultra sensitive and specific**
  - ✓ **Ultra low power consumption**
  - ✓ **Small form factor**
  - ✓ **Scalable, inexpensive manufacturing**
  - ✓ **Simplified electronic detection**
- Value proposition
  - Sensation™*** - *provides access to critical information*
  - ✓ **High-value POC medical diagnostics and monitoring**
  - ✓ **High-value environmental monitoring**
- ***Sensation™*** applications deployed through collaborations



# Management Team

## **David Macdonald – President and CEO**

25 years of product development and commercialization experience

President and COO at Nichols Institute Diagnostics, a division of Quest Diagnostics, President and CEO at Progeny Systems and Medical Electronic Systems, Most recently Senior VP Global Operations at Nanogen  
MBA Babson College Entrepreneurship, BSBA Northeastern University Finance

## **Dr. Marvin L. Cohen (CSO) & Dr. Alex Zettl – Company Founders**

Professors of Physics *University of California, Berkeley* - founding scientists of Nanomix

Serve as Senior Scientists at the Lawrence Berkeley National Laboratory

Numerous awards; including National Medal of Science (2002), and Foresight Institute Feynman Prize (2003)

## **Dr. Chris Valcke – Vice President Research and Development**

Over 17 years of experience with complex, multi disciplined medical systems

Ph.D. UCLA Electrical Engineering, MS UCLA Systems Development

## **Matthew Powell – Vice President Operations, Quality & Regulatory Affairs**

Over 23 years of experience with computer systems, quality systems and production

B.S. Computer Technology Purdue University

## **Bill Perry – Vice President Sales, Marketing and Business Development**

Over 16 years of experience with worldwide commercialization of medical devices

Masters in International Management Thunderbird, B.S. International Politics Georgetown University

## **Dr. K. Ramakrishnan (Ramki) – Vice President Application Support**

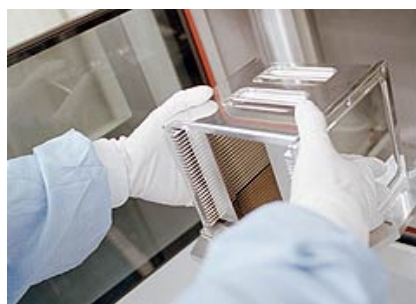
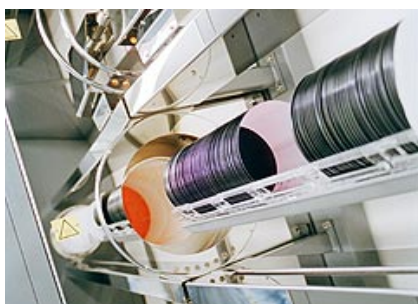
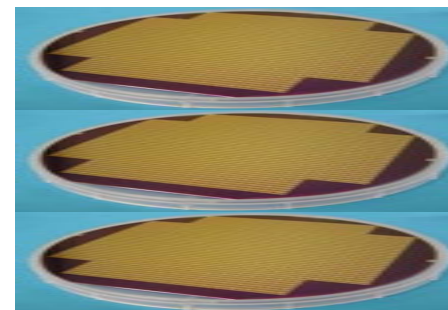
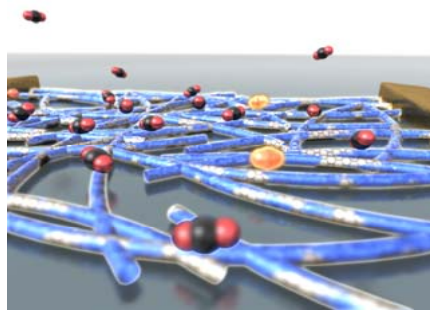
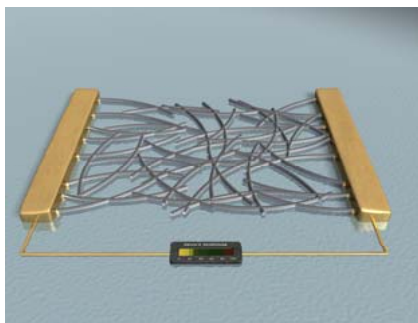
Over 20 years of product development and customer support experience with new detection technologies

Ph. D. Medicinal Chemistry University of Minnesota, B.S. and M.S. Pharmacy

**Headcount ~ 40**

# A Scalable Detection Platform

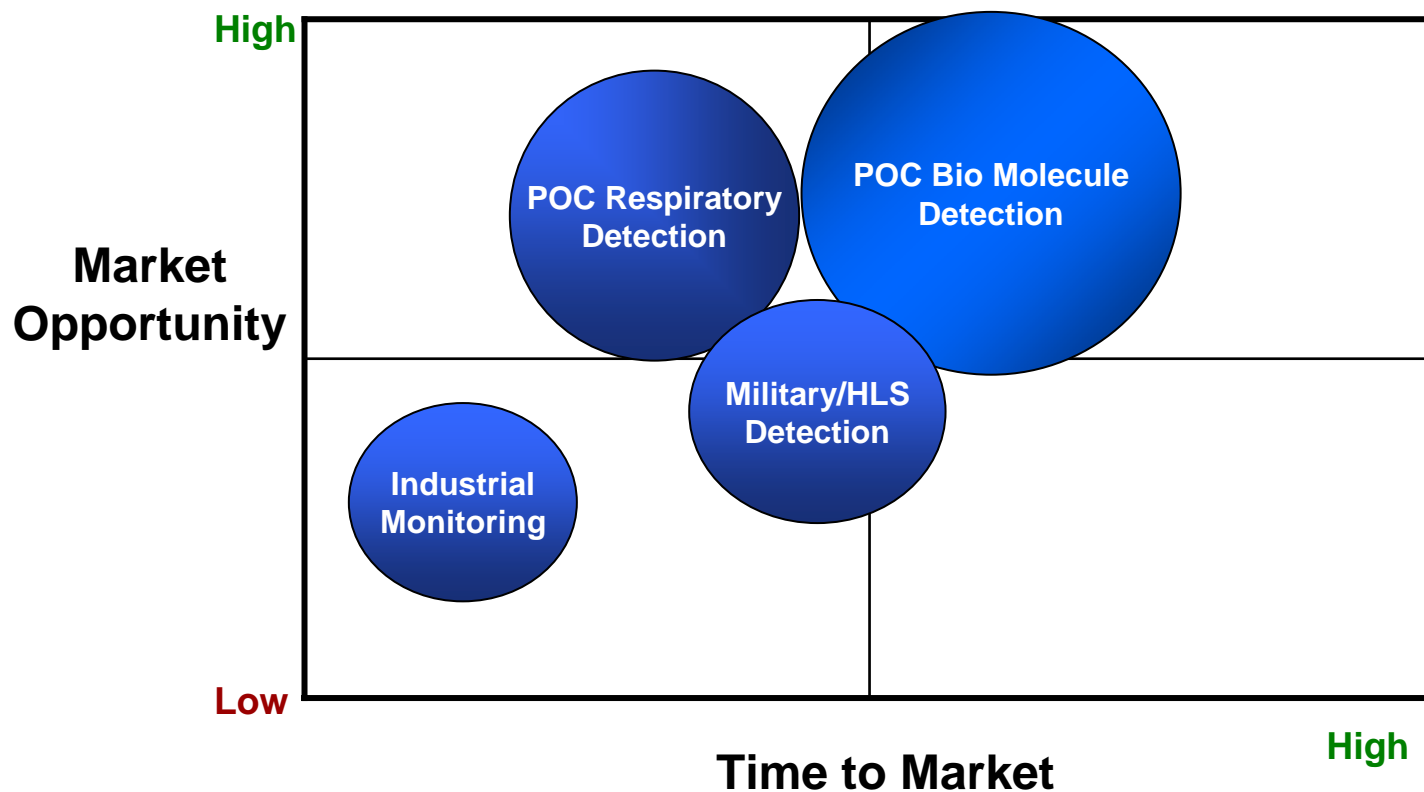
Nanoelectronic arrays combined with mainstream,  
microelectronic manufacturability



Minimal equipment requirements

# A Detection Platform Company

Enabling broad-based applications  
Pursuing diagnostic and monitoring applications



# Diagnostic and Monitoring Information

---

- **Hydrogen Detection Device - 2005**

- ✓ Low power & specific combustible gas detection
- ✓ Wireless system integration



- **Ammonia Demand Control Ventilation - 2007**

- ✓ Survival in an ambient ammonia environment
- ✓ Significant savings for food production animals



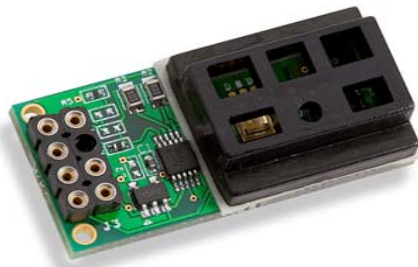
- **Emergency Respiratory Monitor (ERM) - 2007**

- ✓ A quantitative, continuous CO<sub>2</sub> monitoring device
- ✓ Saves lives & prevents brain damage



# Business Model

Our business model includes selling through distributors,  
and funded development with industry leaders



## Sub-System Sales & Royalties

“Nanomix inside” strategy  
Detection device sales & 3-10% royalties

## Joint Development

Funded application development, \$1-3 million  
Industry leaders pay for development

## End-user Sales

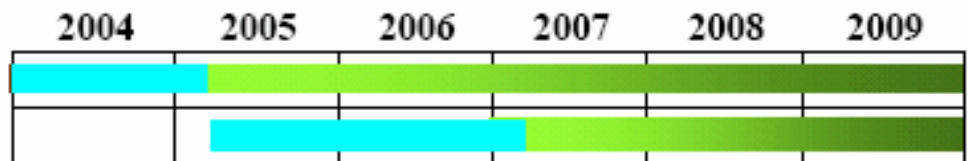
Finished devices  
Sold through distributors  
No direct distribution

Focused on application  
development and support

# Product Pipeline

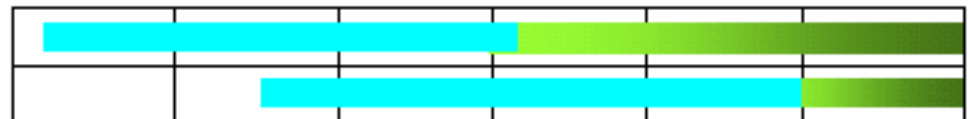
## Industrial

Hydrogen  
Demand control ventilation



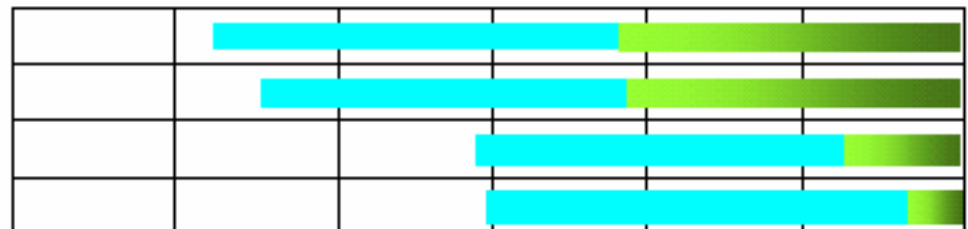
## Respiratory

Respiratory monitoring  
Asthma monitoring



## Bio Molecule

Diabetes monitoring  
DNA GMO  
DNA infectious disease  
DNA personalized medicine



Development   
Revenue 

**Initial applications represent a Nanomix TAM of \$3 billion  
with an average CAGR of 13%**

# Strategic Relationships

## Companies



MysticMD Inc.

Undisclosed  
Collaborations

## Government Agencies



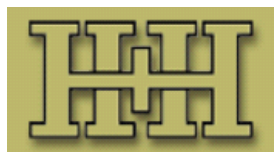
## Academic and Licensing



## Over 60 patents in the pipeline

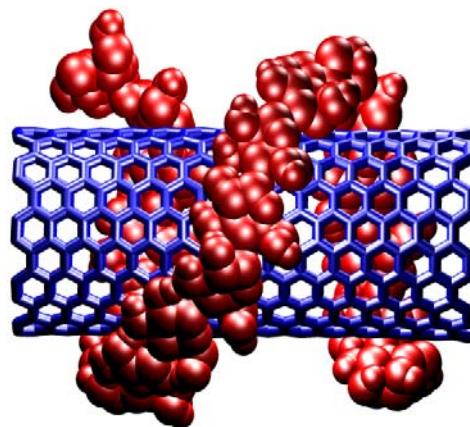
# Funding History

- **\$34.5 million raised in three rounds of financing**
  - ✓ **Series A - \$ 4.5 million** **September 2000**
  - ✓ **Series B - \$14.0 million** **September 2002**
  - ✓ **Series C - \$16.0 million** **March 2005, oversubscribed**
- **Current Investors:**



---

*Additional Questions?*



[www.nano.com](http://www.nano.com)

[dmacdonald@nano.com](mailto:dmacdonald@nano.com)