



SUBLIME

◆ STERICENTICALS CORP ◆

Sublime is raising funds to develop a freeze-drying machine*, and process that will allow pharmaceutical manufacturers to process product 10X faster at 1/4 of the capital costs.

* Lyophilizer

proposition

challenge

Current solutions:

Shelf-type freeze-dryers
that are **big, slow,**
produce **inconsistent** results,
+ **expensive** to **buy** and **operate**

Proprietary Process and Equipment CONTINUOUS
FREEZE DRYING OF DRUG AND VACCINE PRODUCTS

solution

Lower costs

- 75% less CAPEX
- Lower OPEX
- Small footprint

advantage

Higher throughput

- Continuous process

Better product

- Quicker drug reconstitution
- Higher sterility - closed system

market drivers

Generic drug makers – CAGR of 8.7% to \$190B by 2024 in US ⁽¹⁾
Competition for revenues expected to increase as patent expirations will draw new players into the space. ⁽²⁾

+

Brand name manufacturers – mostly producing in-house to protect IP, are increasingly moving to customization and outsourcing to contract firms. ⁽³⁾

=

Both – more product, improved workflows @ less cost

market size



Shawn Stimson

*Process Architect, Vice-President,
and Co-Founder*

- 15+ years in pharmaceuticals – full-time leadership and consulting roles: Technology Application, Quality & Quality Engineering, Project Management, Compliance, Risk Management, and Validation.
- Bachelor's in Genetic Engineering, with a minor in Chemistry, from Southern Illinois University.

Joel Lennon-Meyer

President, and Co-Founder

- 26+ years in leadership, management, and technical roles: Business Management, Project Management, Compliance, Quality, Validation, Remediation, Technology Implementation, and QC-Chemistry.
- Bachelor's Degree in Chemistry, from Iowa State University.

Maria Banach

*R&D/Operations Director
20+ Years Experience*

Anita Sabourin

*Regulatory Affairs Director
24+ Years Experience*

Jeff Haughey

*Facility Engineering and
Design Lead
25+ Years Experience*

James Johnson

*Commercial Marketing and
Sales Director
19+ Years Experience*

team

go to **market** plan

1

prove

invest in support and communication of first commercial unit to achieve reference install

+

professional referrals events/demos/videos

2

partner

team up with Air Products market teams to approach largest pharmas

+

develop shared and unique assets

+

PR/trials/co-events

3

deliver

leverage experienced sales leadership + contract experts + digital agency talent to move into smaller and medium sized pharmas and contract producers

competitors

IMA Life **LYOMAX**
Italy

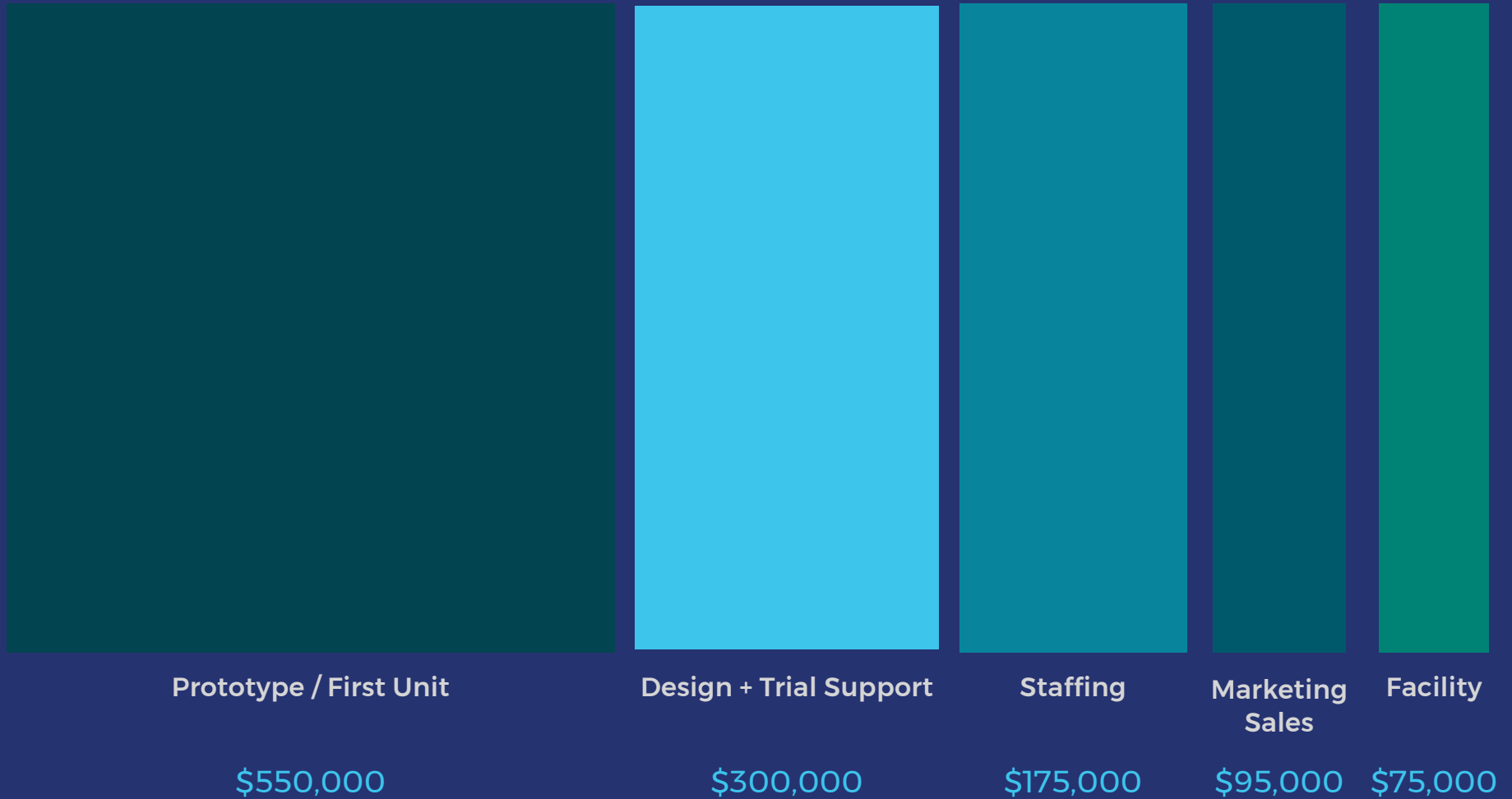
Continuous processing

SP Scientific **SP Hull**
NY

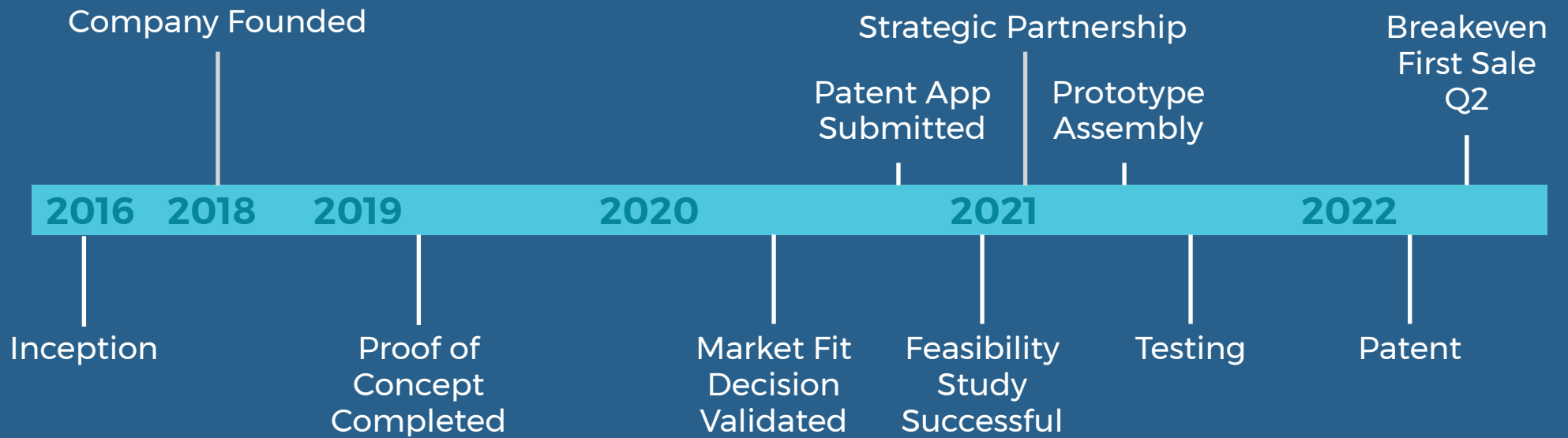
Batch processing via shelves

Telstar **GMP**
Spain/Japan

Batch processing via shelves



planned use of funds



milestones

next step

30% of inner circle goal = \$xxxxxxx

- [offer overview
- Exit plan is

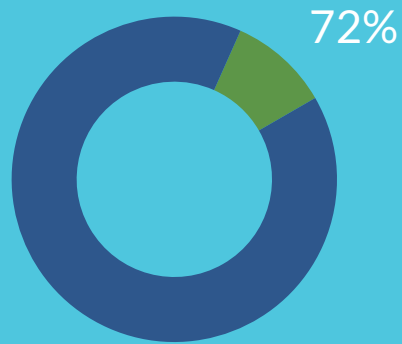
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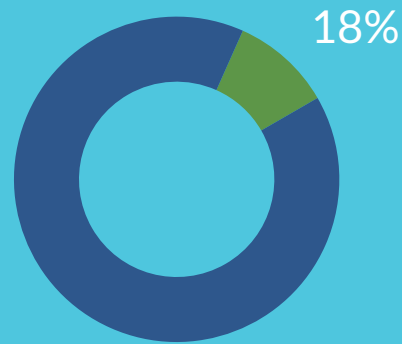
business model

Revenue streams:

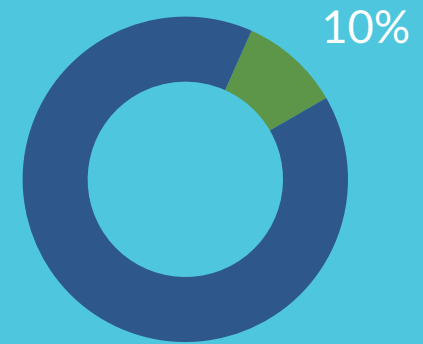
Transaction revenue
from productized
self-services



Transaction revenue
from productized
provided services



Margin from resale
of products



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4EC6DE



3DC5EC



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