

Fund and follow creative projects and inspirational ideas with Healthios Xchange Take a tour...

Do you have a great idea but need additional funding?

We can help grow and fund your business with our crowd financing platform.

START A PITCH 🔉

Single platform serves funding needs from seed to exit



What is Crowd Finance?



What is Crowd Finance?

- "Describes the Collective Effort of Individuals who Network and Pool their Resources, Usually Via the Internet, to Support Efforts Initiated by Other People or Organizations"
- Industries with Crowd Finance Traction
 - Software
 - Gaming
 - Media

Peter Drucker, "Every few hundred years in Western history there occurs a sharp transformation...within a few short decades, society rearranges itself – its worldview; its basic values, its social and political structure; its arts; its imagination. Fifty years later, they are in a new world. And the people born then cannot even imagine the world in which their grandparents lived and into which their own parents were born."

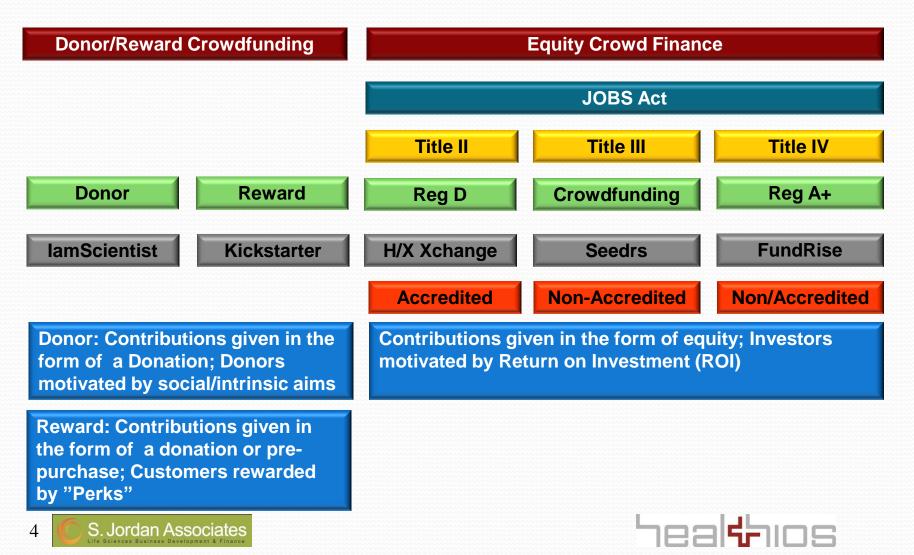
Joana Shield – VP EMEA Facebook, "The most important word in the Internet world today is not search; it's share"



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Crowd Finance

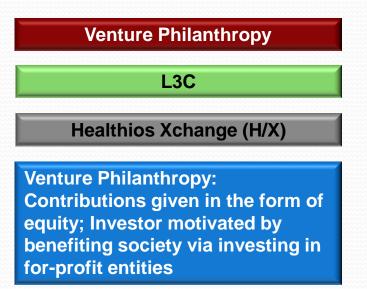
Platforms



Define/Illustrate Crowd Finance Platforms

Crowd Finance

Platforms



Peer to Peer Lending

Debt

SoMoLend

Peer to Peer Lending: Contribution given in the form of loans: Lenders motivated by desire for reward/intrinsic aims or receive interest (~at below market rates)

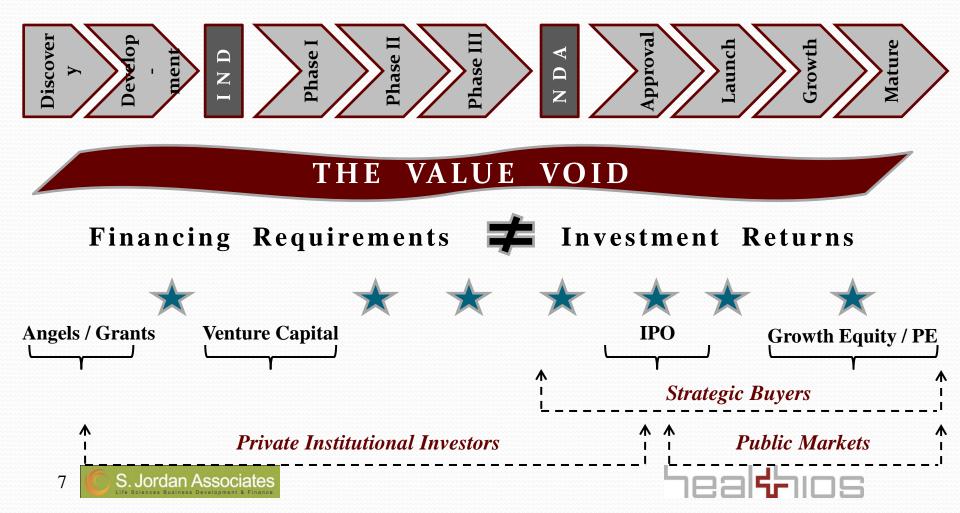


The "Value Void"



The Value Void

A series of irrational, systematic dysfunctions – or, "Gaps" – in global healthcare capital flows in which financing requirements and investment returns are mis-aligned at sequential points along the development pathway. These dysfunctions are irrational in that they do not reflect extraordinary risk for which investors cannot be rewarded. Therein lies immense opportunity



Gaps in Global Healthcare Capital Flows

Emerging Growth Healthcare

During the past decade, the healthcare capital markets have been transformed, as (i) the number of venture capital firms has declined by 62% and aggregate annual investments by VC's has fallen 14.8%; (ii) as the number of IPO's has collapsed by 79.2%; while, (iii) overall capital inflows into emerging growth healthcare has increased 17%; (iv) the pace of investment by Corporate Venture Capital has increased by 93%; and, (v) the amount of "dry powder" funds under management by growth & private equity firms has increased at a 29% CAGR to \$175 billion.

Define/Illustrate Crowd Finance Platforms

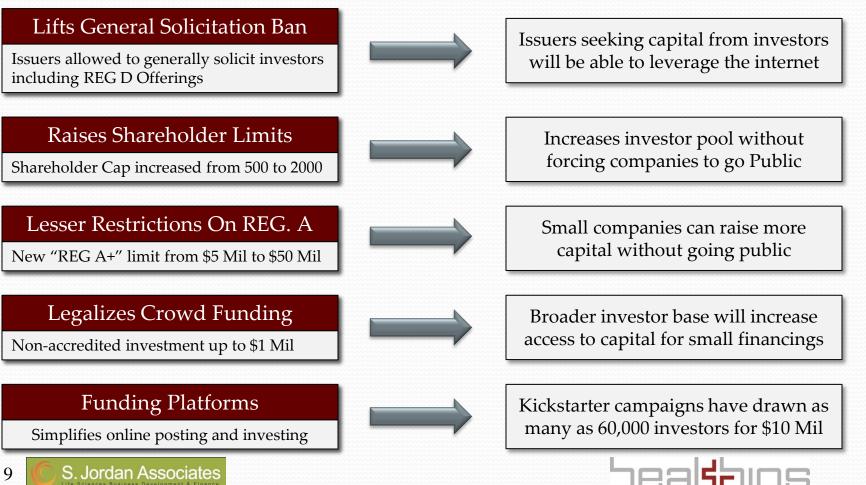
Key Capitalization, Valuation & Liquidity Measures	Measure	Notes
Total Enterprise Value of H/C Investments	\$ 82.3 B	48.3% of Capital Deployed Remains Unrealized
Aggregate Value of Investment "Realizations"	\$ 42.5 B	
Total # of Sponsor-Backed H/C Companies	5,402	23.7% of Portfolio Companies created 100% of "Realizations"
Sponsor-Backed Companies with "Exits"	1,295	
"Exit" Events Attributable to M&A (%)	86.4%	Dominance of M&A
Strategic Buyers with Enterprise Value > \$250 Million	1,982	Intense Selectivity, High Uncertainty Few "Winners"
M&A Transactions Per Strategic Buyer	0.564	
Ratio of Emerging Growth Companies to Strategic Buyer	2.8	
Average # Of Milestone Transactions Per EGC Prior To Exit	5.73	Importance of
Milestone Transactions Attributable to a Strategic Nature (%)	66.9%	Strategic Validation
Financing Events Comprised Of Syndicates Of > o New Investors (%)	57.3%	Syndicate Risk, Capital Concentration
Number of Financing Rounds (avg. per Company)	3.9	
2010 NVCA Wght.'d Avg. Pooled Gross IRR (%) for Healthcare Sector	20.9%	17.7% improvement over 2006
Average Investment Per Financing Round	\$13.8 M	"Exit" Value As Multiple Of Total Invested Capital: 4.1 x
Total Invested Capital Over Horizon (avg. per Company)	\$49.7 M	
Median M&A Enterprise Value at Liquidity	\$200.7 million	

2012 JOBS Act

Recent legislation has introduced a new paradigm in the financing of Emerging Growth healthcare companies, as the increasing prominence of the private markets will be underpinned by the "Crowd" and the deployment of advanced technologies.

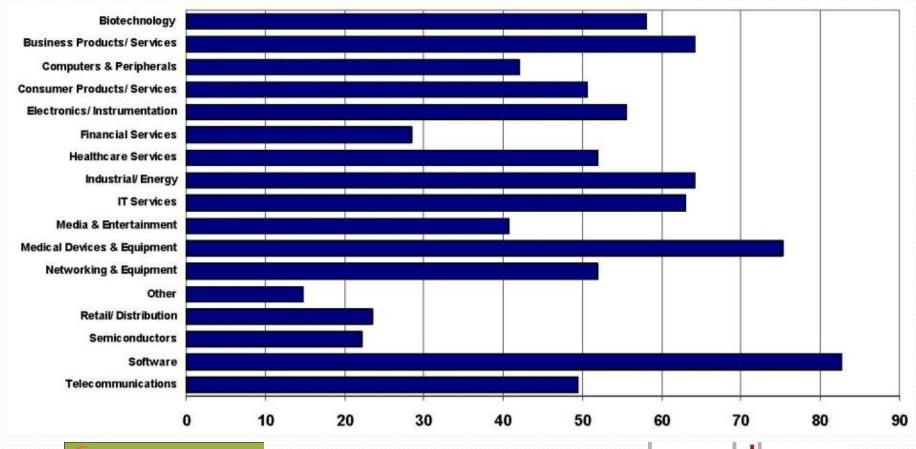
Highlights

Significance



Crowd Finance

According to a study by the Kaufman Foundation, there are 6 million accredited investors in the U.S., alone, yet only 10% have participated in Regulation D offerings since 2009. Healthcare ranks among the top priorities for these investors.



H/X Exchange

An online investment marketplace dedicated exclusively to the global healthcare industry. The goal of the H/X is to revolutionize healthcare capital flows by generating \$5 of <u>new</u> growth capital to support every dollar of institutional and strategic commitment.

HEALTHIOS EXCHANGE







卡 ... and, To the distinct manner in which it capitalizes itself.





What is Healthios Xchange?



What is Healthios Xchange?

- Healthios Xchange assists emerging growth healthcare companies raise capital from Accredited Investors and non-dilutive financing from Foundations via the following Crowd Finance portals:
 - Equity *EX.PR.E.S.S.*
 - Managed Institutional Funds, Angel-Backed Companies
 - Reg D, Venture Capital-Backed Companies
 - Non-dilutive financing *Foundation Place*
 - L3C/Program Related Investments (PRI's)
 - "Compassionate Use" High-Net Worth Investors
- Healthios Xchange's easy-to-use interface facilitates private placements and partnering via:
 - eSignature/Legal Documents
 - Due Diligence/Company Scoring
 - Custodial/ePayment
 - Research/Capital Flows
 - Financial Reporting

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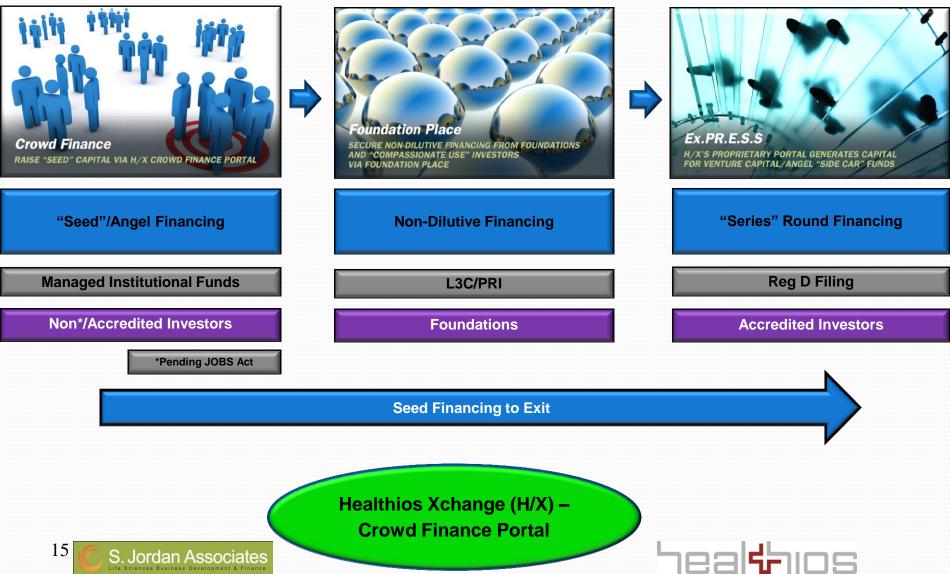


Emerging Growth Healthcare Companies



Fund Capital Needs throughout Company Life Cycle

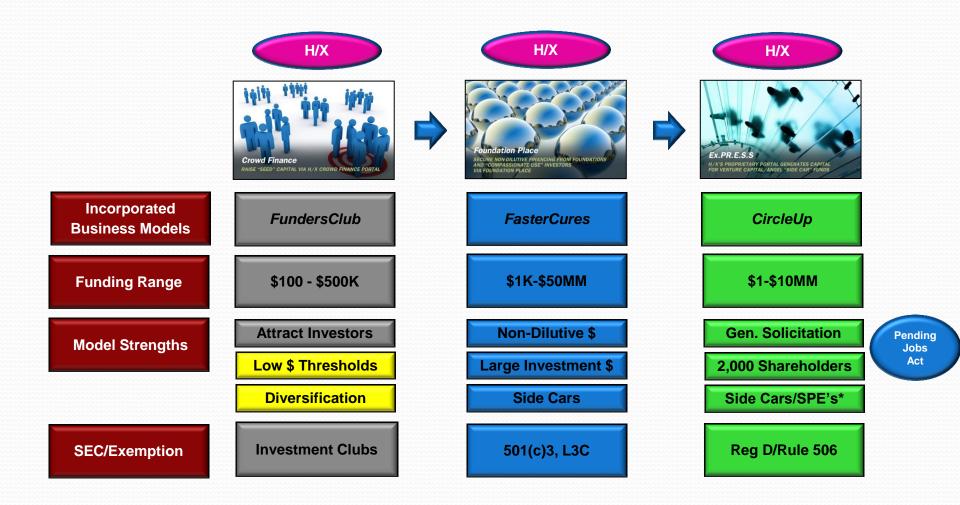
Crowd Finance Platform: "Seed to Exit"



H/X Combines Three Market Leading Crowd Finance Business Models

Special Purpose Entities

Crowd Finance Platform



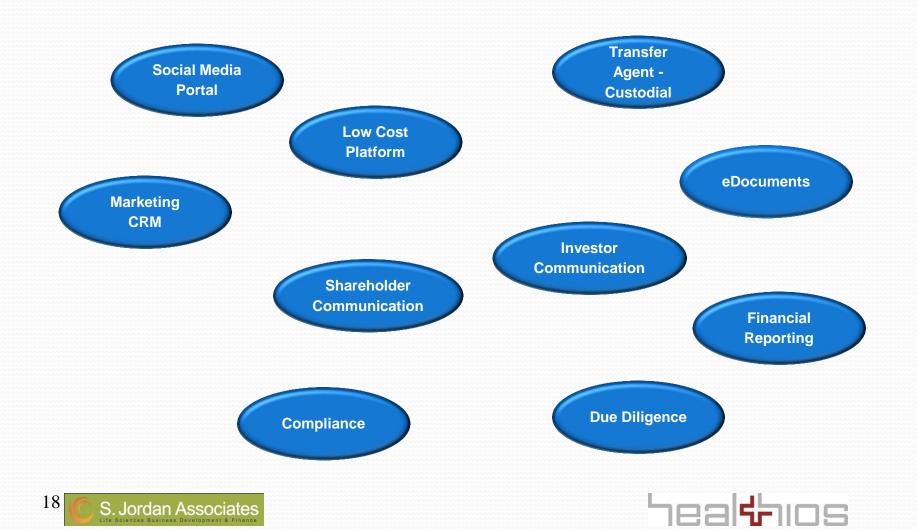
What does H/X Xchange Offer Companies

- Preeminent Crowd Finance Platform Devoted to Healthcare
- Efficient way to Source Capital
 - ePayment
 - eDocument
 - Online Due Diligence
 - Community: Chat
- Access to Investor Capital
 - Accredited Investors
 - Family Offices
 - Foundations
- Compliance with SEC/FINRA
 - Healthos Registered Broker Dealer
- Novel Funding Platforms
 - Crowd Finance Managed Institutional Funds
 - \$100 \$500K Funding Range
 - Ex.PR.E.S.S. Venture Capital and Angel Side Cars
 - \$1MM 5MM Funding Range



Healthios Xchange

Back Office Functionality



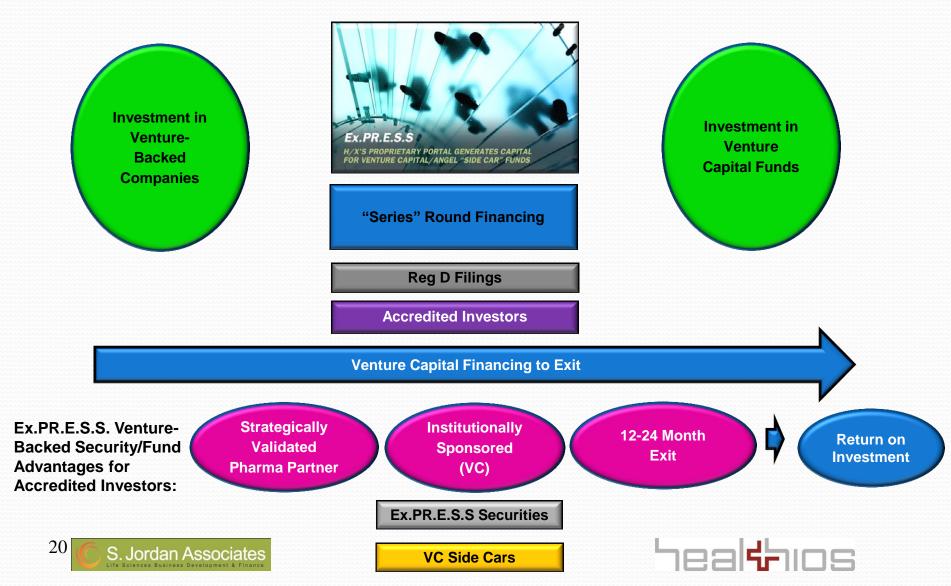
Ex.PR.E.S.S.

Venture-Backed Securities



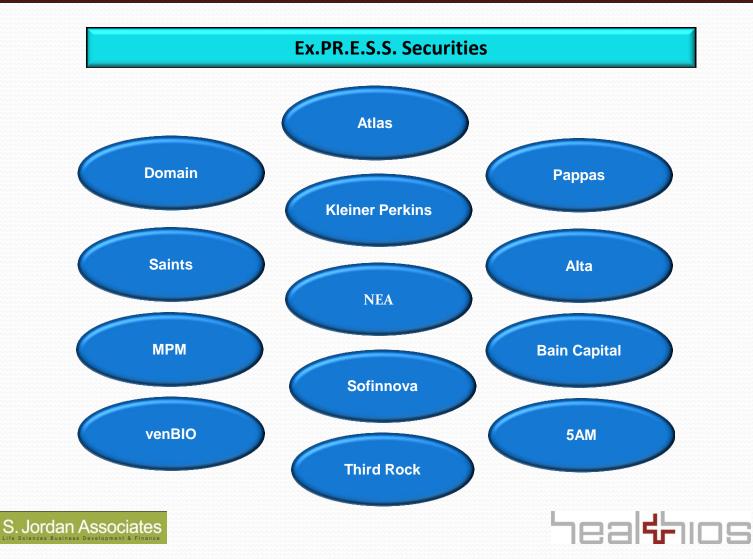
Assist VC's with Raising Follow-on Capital via Side Cars

Ex.PR.E.S.S. Venture Capital Side Cars



Institutionally Validated Companies

Venture Capital-Backed Emerging Growth Companies





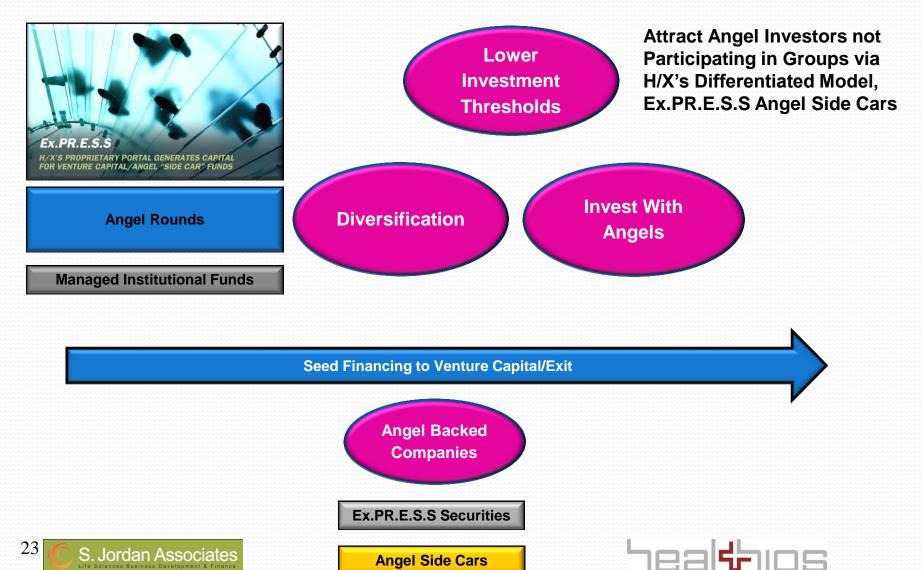
Case Study – Potential Ex.PR.E.S.S. Deal



Assist Angels with **Raising Follow-on** Capital

Ex.PR.E.S.S. Angel Side Cars

S. Jordan Associates



Angel Side Cars

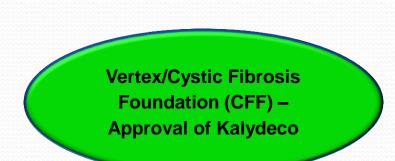
Foundation Place

Non-Dilutive Capital



Kalydeco

Kalydeco[™] is a new oral medication for the treatment of cystic fibrosis, approved by the U.S. Food and Drug Administration (FDA) in January 2012.



Kalydeco is the first drug available that targets the underlying cause of CF — a faulty gene and its protein product, CFTR.

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Foundation Place

Foundations

- 1. Leverage H/X Scoring System: Select Best Companies to Invest – Due Diligence
- 2. Ease-of-Use: eDocument and payment capabilities
- 3. Streamline Program Related Investments (PRI's): Abide by IRS Regulations





Companies

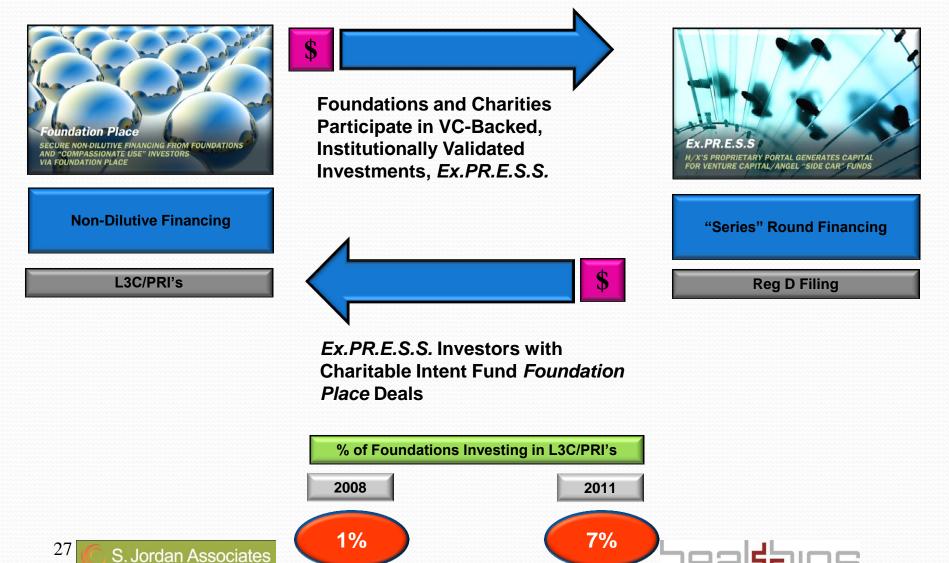
- 1. Leverage H/X Scoring System: Secure Foundation/Charity Visibility and Interest
- 2. Ease-of-Use: eDocument and payment capabilities
- 3. Identify Foundations Interested in Funding Emerging Growth Life Science Companies Directly



Life Sciences Business Development & Fi

Ex.PR.E.S.S and Foundation PI ace – Synergies

Ex.PR.E.S.S. and Foundation Place Portal



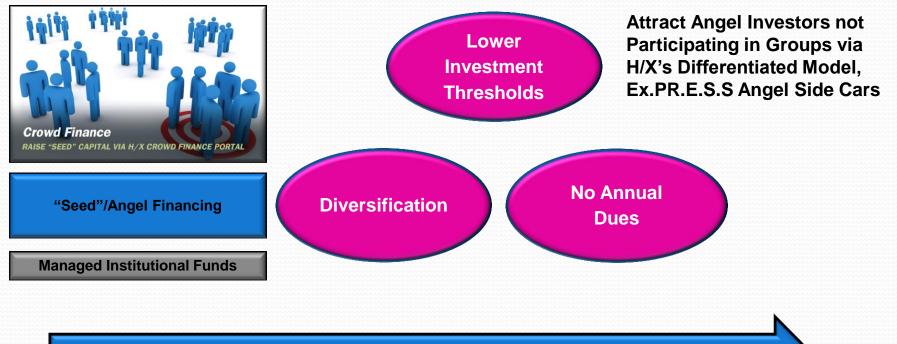
Crowd Finance

Seed/Angel Investments



Assist Angels with Raising Follow-on Capital

Crowd Finance



Seed Financing to Angel/Venture Capital Investment

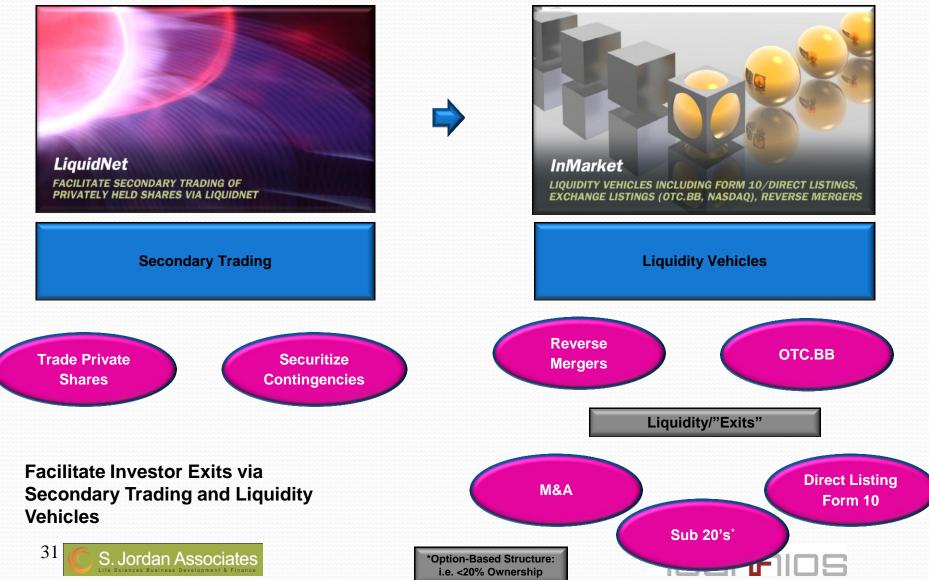


LiquidNet & InMarket Secondary Trading & Liquidity



Facilitate Trading and "Exits" for Investors/Companies

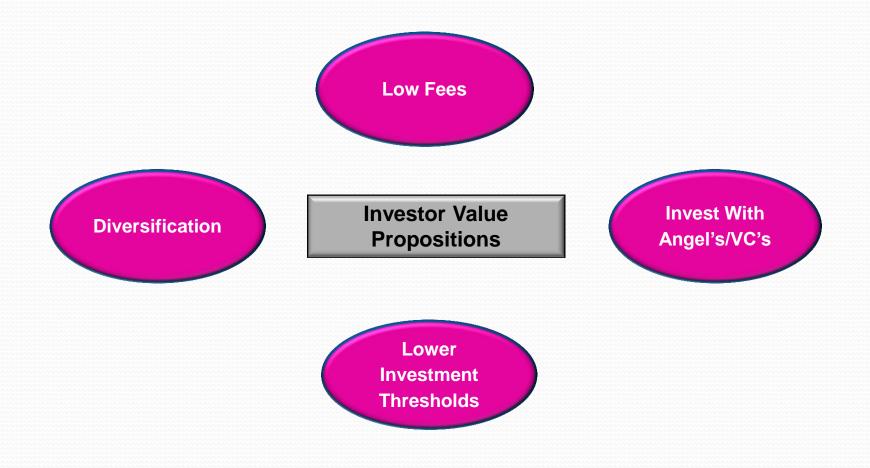
InMarket & LiquidNet



Accredited Investor Database



Accredited Investor Objectives

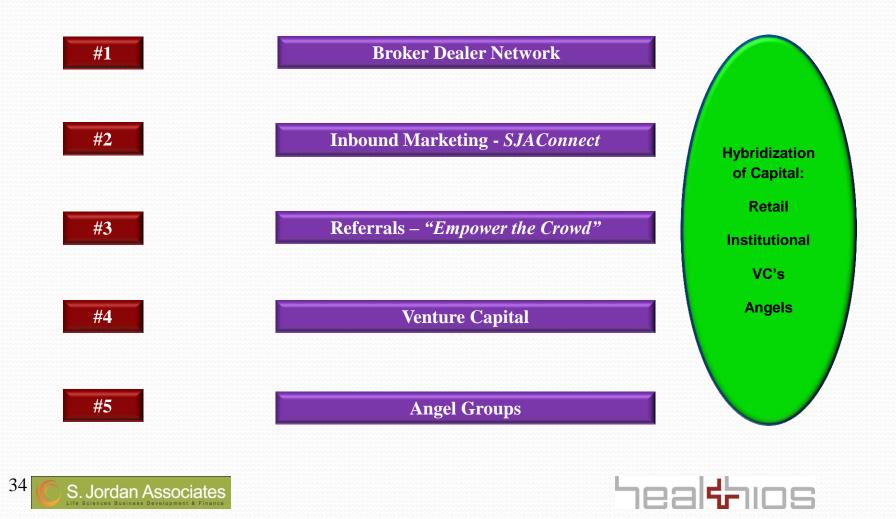






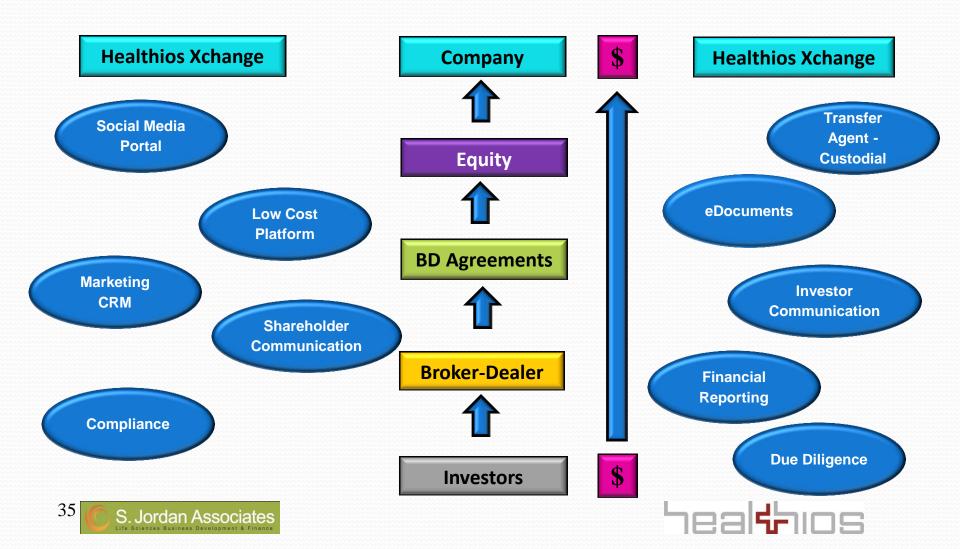
Investors – Accredited

Sources of Capital - Database



Broker Dealers/RIAs

Source Capital via Broker Dealers/RIAs

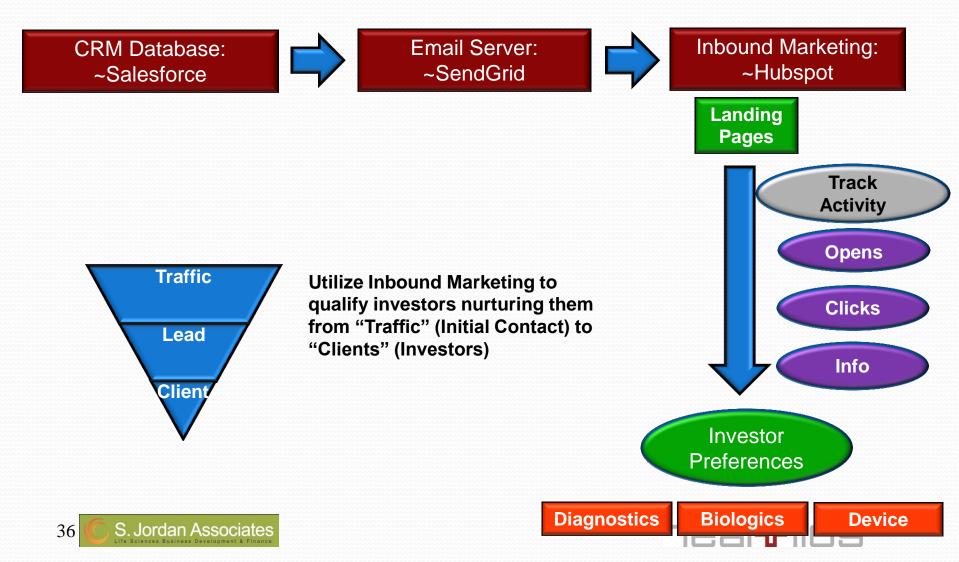


Source Capital - SJAConnect

Qualify Potential Crowd Finance

Investors

Source Capital via Inbound Marketing

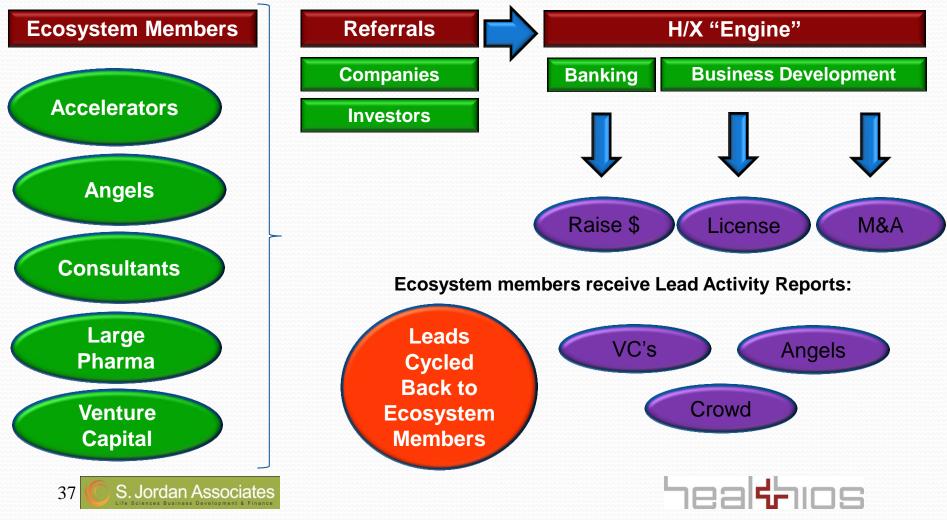


Source Capital via Referrals

Interactive Portal Built by Ecosystem Members

"Empower the Crowd"

Ecosystem Members Leverage H/X to Close Banking/Business Development Engagements by Referring Companies/Investors



Source Capital via Angels

Build Trust with Angels, Reduce Follow-on Capital Risk

Angel Group Priority List – Most Important to Least

- #1. Reduce Follow-On Financing Risk, Raise "Side Car" Capital
- #2. Increase Memberships
- #3. Due Diligence Assistance
- #4. Deal Flow



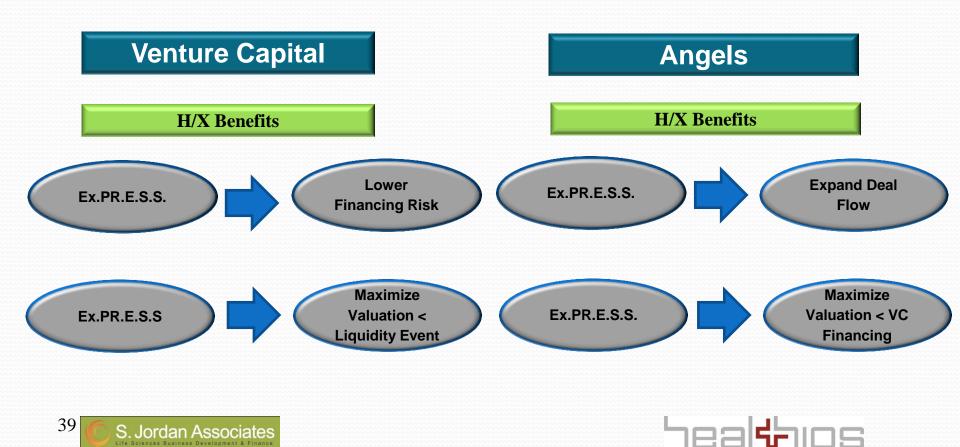


Angels & H/X – Ex.PR.E.S.S

Maximize Angel/VC investor ROI

#1 Priority: Reduce Follow-On Financing Risk

Angel Capital + "Side Car" Funds (Ex.PR.E.S.S)

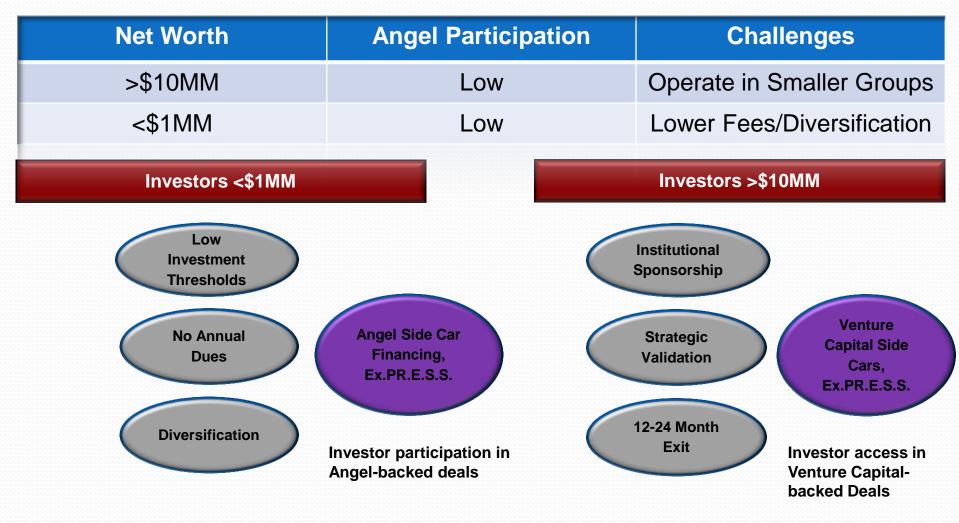


Angels & H/X - Members

Capture Angel Investors with Net Worth >\$10MM; <\$1MM

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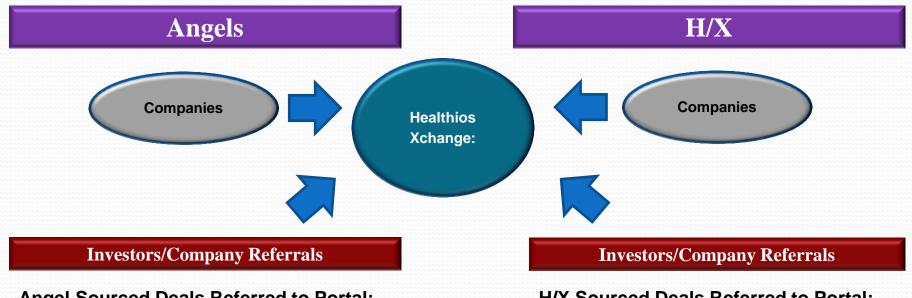
#2 Priority: Expand Angel Participation





Angels & H/X – Due Diligence

#3 Priority: Co-Sponsor Due Diligence



Angel Sourced Deals Referred to Portal; Angels Leverages H/X Due Diligence H/X Sourced Deals Referred to Portal; H/X leverages Angel Due Diligence

Crowdsource Deal Flow – Improve Deal

Quality

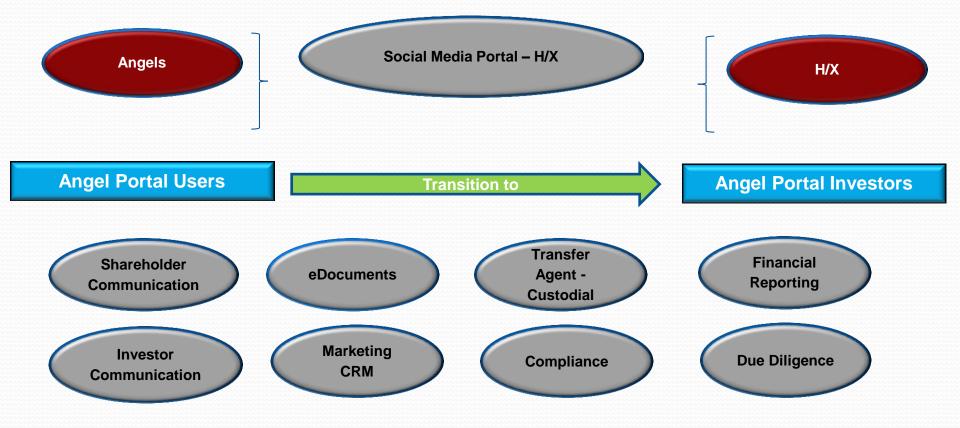




Angels & H/X – Deal Flow

Transition from Angel Crowd Finance Users to Investors

#4 Priority: Source Deal Flow



Angels Invest in H/X Sponsored Deals

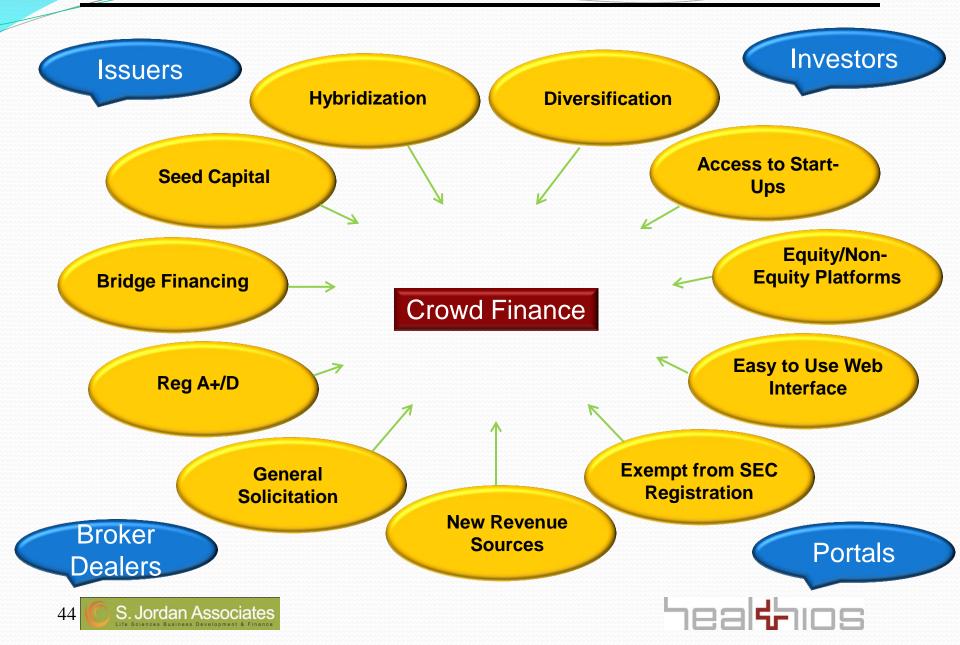
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Crowd Finance Highlights



Highlights



Definitions



Definitions

- 501(c)3 American tax-exempt nonprofit organization exempt from some federal income taxes; apply to corporations, fund, cooperating association or foundation
- Crowdfunding Describes the collective efforts of individuals who network and pool their money, usually
 via the Internet, to support efforts initiated by other people or organizations
- Jobs Act Jumpstart our Business Startups Act is a low intended to encourage funding of United States' small businesses by easing securities regulations including Crowdfunding
- L3C A low-profit limited liability company created to bridge the gap between non-profit and for-profit investing by providing a structure that facilitates investments in socially beneficial, for-profit ventures while simplifying compliance with Internal Revenue Service rules for program related investments
- Managed Institutional Fund Proprietary Healthios Crowd Finance fund/portal for Accredited investors characterized by low investment thresholds allowing diversification
- **OTC.BB** United States quotation medium for subscribing members used for many over-the-counter (OTC) equity securities that are not listed on NASDAQ or a national stock exchange.
- Reg D Contains the rules providing exemption from the registration requirements, allowing some companies to offer and sell their securities without having to register the securities with the SEC
- Reverse Merger Acquisition of a public company by a private company so that the private company can bypass the lengthy/complex process of going public
- Seed Money Form of securities offering in which an investor purchases part of a business; Seed suggests
 this is an early investment meant to support the business until it can generate cash of its own or until it is
 ready for further investment
- Side Cars Follow-on Capital to Angel and Venture Capital Financing Rounds; Angel/Venture Capital is "lead" capital setting valuation/terms and Accredited Investorshave opportunity to participate in deal flow that is institutionally sponsored
- Venture Philanthropy Takes concepts and techniques from venture capital finance and high technology business management and applies them to achieving philanthropy goals



Contact Information



Healthios Xchange (H/X

Contact Information

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Addendum Potential Ex.PR.E.S.S. Deals





Company	Micro and nanoparticles for the delivery of biological and small molecule therapeutics		
EX.PR.E.S.S. Rules?	Institutional Sponsorship; Strategic Validation; 24-month "Exit"		
Co-Investor / Lead	Bill & Melinda Gates Foundation; Canaan; Firelake; Morningside; NIST; NEA; Pappas; Pharmaceutical Product Development; UNC; Velocity; Wakefield		
Result	\$360 million partnership with Glaxo Smith Kline		



Company	Advanced transdermal drug delivery company		
EX.PR.E.S.S. Rules?	Institutional Sponsorship; Strategic Validation; 24-month "Exit"		
Co-Investor / Lead	Aphelion Capital; Essex Woodlands; Quantum Technology Partners		
Result	Partnership with Procter & Gamble, Teva Pharmaceuticals		

healthios

Case Studies



Company	Mobile and web-based provider of clinical information and decision support tools to healthcare professionals	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; 24-month "Exit"	
Co-Investor / Lead	Bay City Capital,, Draper Fisher Jurvetson, Goldman Sachs, Industry Ventures, InterWest Partners, Millennium Partners, New Leaf Ventures, Sprout Group, Three Arch Partners	
Result	IPO	



Company	Percutaneous catheter-based structural heart solution for patients with mitral regurgitation	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; Strategic Validation; 24-month "Exit"	
Co-Investor / Lead	BioVentures; Makaira Venture	
Result	\$250 million partnership with Sorin	



Case Studies



Company	Small, wearable, disposable devices, FinesseTM, that deliver insulin to patients with insulin-dependent	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; 24-month "Exit"	
Co-Investor / Lead	Canaan Partners, Frazier Healthcare Ventures, Intersouth Partners, Skyline Ventures, Three Arch Partners	
Result	Sold to JNJ	



Company	Mobile and web-based chronic disease management platform technology that supports patient self- management and provider clinical decisions	
EX.PR.E.S.S. Rules?	Strategic Validation; 24-month "Exit"	
Co-Investor / Lead	Leading global insulin provider	
Result	Partnership with AT&T	

healthios



Company	The world's first and only FDA, Health Canada and CE (Europe) approved Total Artificial Heart	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; 24-Month "Exit"	
Co-Investor / Lead	Ceres Venture; Highway 12; HMA Capital; Iron Gate; Seneca Health Partners; Trinity Capital	
Result	\$7 million EBITDA, annualized.	



Company	Rapid tests for detection of bacterial contaminants in blood components, tissues for transplantation and cellular therapies	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; Strategic Validation	
Co-Investor / Lead	BioVentures; CNF Investments; KB Partners; Long River Ventures; Sightline Partners; Teknoinvest; Village Ventures	
Result	Partnership with Fenwal; FDA Mandate	



Research. Investment Banking, Healthcare.



Company	Blood-plasma company	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; Strategic Validation; 24-month "Exit"	
Co-Investor / Lead	Ampersand Capital Partners (Richard Charpie), Bayer AG (DB:BAYN), Cerberus Capital Management, L.P.	
Result	Multiple ROC: 4.0x IRR: 57.1%	



Company	Disposable medical devices mostly developed in the US, manufactured in China	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; 24-month "Exit"	
Co-Investor / Lead	Baring Private Equity Asia; Novo Tellus Capital Partners	
Result	Recapitalization	

healthios



Company	Outpatient rehabilitation therapy services provider	
EX.PR.E.S.S. Rules?	Institutional Sponsorship; 24-month "Exit"	
Co-Investor / Lead	Aethena Group; Charterhouse Equity Partners	
Result	Recapitalization	



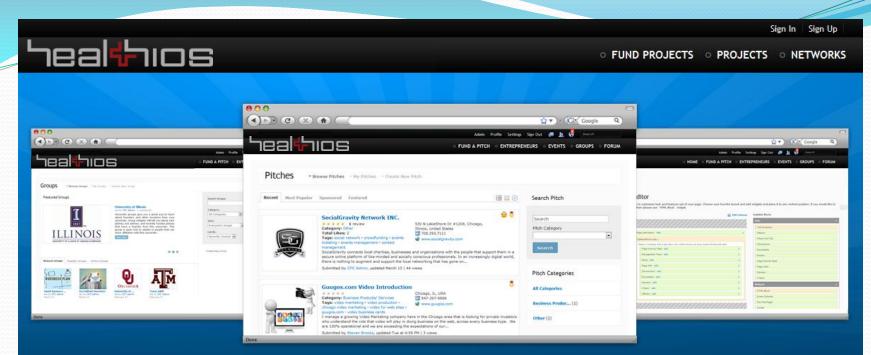
SXC HEALTH SOLUTIONS, INC.

Has expanded its management team and Board of Directors with the addition of several leaders with significant experience in the global healthcare industry

1	THE UNDERSIGNE ADVISOR TO SX		
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Company	Provide pharmacy benefit management services and healthcare information technology solutions to the healthcare benefit management industry
EX.PR.E.S.S. Rules?	Institutional Sponsorship; 24-month "Exit"
Co-Investor / Lead	ABRY Capital Partners; Arcadia Resources
Result	Multiple ROC: 7.8x IRR: 102%





Fund and follow creative projects and inspirational ideas with Healthios Xchange Take a tour...

Do you have a great idea but need additional funding?

We can help grow and fund your business with our crowd financing platform.

START A PITCH 🔉

Single platform serves funding needs from seed to exit