

# HAYSTACK DIAGNOSTICS LLC

John P. Wilson, PhD | Founder and CEO  
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**Biotech industry:** clinical, companion and consumer diagnostics

## Management

### Executive Leadership:

- Dr. John P. Wilson, PhD; CEO
- Dr. Sandra Wilson, PhD; President

### Scientific Advisory Board:

- Prof. Dr. Darryl Pappin, founder of the field of proteomics; expert in mass spectrometry at CSHL
- Prof. Dr. David Tuveson, MD/PhD. Lustgarten Head of Research. Cancer researcher and scientific advisor.
- Jim Chinitz, CEO Population Bio
- Prof. Dr. Rob Moritz, Institute for Systems Biology
- Dr. Peter Gregersen, MD, Northwell Health biorepository head
- Dr. Stuart Weinerman, MD, osteoporosis expert at Northwell

**Number of Employees:** 4

## Partners:

Memorial Sloan Kettering Cancer Center (MSKCC), Weill Cornell, NYU, Columbia, Cold Spring Harbor Laboratory (CSHL), Northwell Health; biorepositories; Agilent Technologies; TECAN

## Finance

Current Investors / Financing to Date: self-financed.

Amount of Financing Sought: \$5M

## Legal

Corporate: Joe Daniels. Partner, Co-Chair – VC and Emerging Companies Practices. McCarter & English, LLP  
IP: Morris, Manning & Martin LLP

**Executive Summary:** Haystack Diagnostics LLC (“Haystack”) uses proteomics from dried blood spots to perform many clinical diagnostics in one test. Using multivariate AI analysis of all observable biomarkers, Haystack’s simple blood test detects illnesses like cancer early, when they can be treated. Beyond illness, our single test can identify what medications, exercise or nutritional regiment are best for a person’s specific biology. When complete, a simple fingerstick will diagnose and predict all your health conditions.

**Company History:** Haystack was founded in 2017 by Dr. John P. Wilson after cancer affected too many people close to him. Haystack employs patented and trade secret technologies developed by Drs. J. Wilson and Darryl Pappin and licensed exclusively from Cold Spring Harbor Laboratory (CSHL). Haystack is part of StartUP NY and is based at the Broad Hollow Bioscience Park in Farmingdale, NY. After initial proof of concept and feasibility demonstrated sensitive early detection of ovarian cancer, market analysis led to a lead indication of osteoporosis.

**Market Opportunity / Unmet Need:** Haystack is currently developing a test for early detection of osteoporosis. This disease affects hundreds of millions worldwide and is a >\$10B/yr US market. Despite multiple good medications to prevent fractures, the current standard of care, bone mineral density scans, fails to detect >50% of individuals who then break bones; medications are thus highly underutilized. While osteoporosis is the lead indication, Haystack quantifies all blood biomarkers, allowing data from one sample to be used in all tests. E.g., data from an osteoporosis test can also be analyzed to diagnose diseases such as cancer.

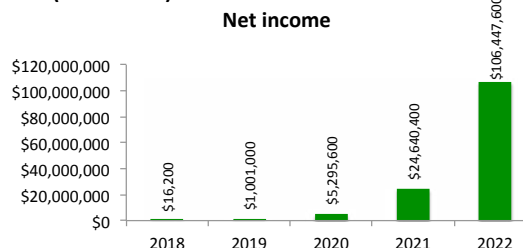
**Products/Services – Launched & Pipeline:** Pipeline: laboratory diagnostic tests (LTDs) in progress (see above). CRO/collaborative work in diagnostics including companion diagnostics (CDx) possible immediately.

**Commercial / Technical Milestones:** All technologies developed: sample acquisition and processing; data acquisition and data analysis.

**Intellectual Property:** Patents, patents pending, trade secrets, databases, process knowledge, proprietary data analysis software and algorithms.

**Competition:** Competition depends entirely on the condition to be detected. For osteoporosis bone mineral density scans (BMDs) are the current [and ineffective] gold standard. Cancer (and other conditions) are frequently diagnosed too late.

## Financial Projections (Unaudited):



**Primary purpose of presentation:** Investment and business development.