

Gentroma
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Biotech Industry: DNA sequencing devices for clinical, industry, and research fields.

Management:

Executive Leadership:

- Krista Fretes (CEO)
- Parth Shah (CTO)

Number of Employees: 4

Partnerships:

CUNY Nanofabrication Facility

Number of Employees:

Finance:

Current Investors / Financing to Date:

Self-financed.

Amount of Financing Sought: \$175,000

Legal:

IP: Scarinci Holleneck, LLC

Executive Summary: Using a novel plasmonic biosensor, Gentroma aims to revolutionize the DNA sequencing industry with portable, low-cost, and rapid DNA sequencing for research, field, and clinical applications. These sequencers are aimed towards industry and academic professionals, as well as institutions and organizations involved in providing genomic services to clients.

Company History: Gentroma was founded in 2018 by Krista Fretes. Gentroma currently has its innovative sensor patent pending, and all of its IP is owned by the team. Gentroma is currently based in Brooklyn, NY, and is working to improve and test its current prototype.

Market Opportunity / Unmet Need: Current DNA sequencing machines (a \$6.2B market) cost several hundred thousand dollars, which is not only beyond the capital of small clinics and early-stage biotech startups, but also impractical for a wider base of customers to exist in the research and clinical field. Personalized medicine is one such example, as the current cost to sequence a human genome is \$999. In addition, field researchers and field clinics suffer from having to outsource genetic sequencing to labs, which takes time and incurs additional costs. There is unmet need for a portable DNA sequencer that can accurately sequence DNA in under an hour and also at lower cost per human genome for clinical applications.

Products/Services – Launched & Pipeline: Pipeline: Laboratory Developed tests (LDTs) are currently in progress to make a beta product by 2019.

Commercial / Technical Milestones: Partnership formed with CUNY Nanofabrication Facility, which will be our main supplier for prototypes and products.

Intellectual Property: Patent pending, process knowledge

Competition: Oxford Nanopore Technologies, who sells portable (but inaccurate and slow) portable DNA sequencing devices. Illumina, which sells highly expensive (\$250k-1 million) and non-portable DNA sequencing machines.

Financial Projections: Each device sells for \$1,000, requires a \$500 insertable nanochip (replaced every 2-3 years), and two monthly consumables for \$20 each. In 2020, hope to sell 50 systems/month (US academic researchers only) for a total revenue of \$800,000. In 2021, atleast 100 systems/month (global academic researchers) sold for \$1.7M revenue. Aim by 2025 is 10% of market.

Primary Purpose of presentation: Investment and Business Development

