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
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

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

\(^{(1)}\) imarcgroup.com 3/21  \(^{(2)}\) Ibisworld.com 2/21  \(^{(2)}\) grandviewresearch.com 9/20
2021 Global Lyo Drug Market: $3.0B

2021 US Lyophilized Drug Market: $1.2B

2021 Sublime’s Portion of the Global Lyo Market: $300M
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
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

SP Scientific    SP Hull
NY

Telstar    GMP
Spain/Japan

Continuous processing

Batch processing via shelves

Batch processing via shelves
planned use of funds

Prototype / First Unit: $550,000
Design + Trial Support: $300,000
Staffing: $175,000
Marketing Sales: $95,000
Facility: $75,000
next step

30% of inner circle goal = $xxxxxxx

• [offer overview]

• Exit plan is

[Progress with verbals, etc.]
Thank you
business model

Revenue streams:

- Transaction revenue from productized self-services: 72%
- Transaction revenue from productized provided services: 18%
- Margin from resale of products: 10%

Colors: 034451, 00596A, 08859C, 4EC6DE, 3DC5EC, 008274, 263371