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# 3 out of 5 people perish from Chronic Disease

Exousia is a biotechnology company that is a leader in the development of exosomes which are next generation therapeutics. The company's mammalian exosomal technology platform has shown in in vitro studies the capability to increase the efficacy of Merck's drug Temozolomide (TMZ) in the treatment of glioblastoma (GBM). The company is also manufacturing plant-based exosomes for the treatment of a variety of commercial applications that range from simple skin conditions to numbing agents used in dentistry. This robust pipeline positions the company to transform the healthcare landscape

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## **Untapped Potential of Exosomes**



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Existing drug delivery limitations (e.g., payload capacity, poor bioavailability, inability to cross the blood-brain barrier, immunogenicity)



Difficulty targeting specific tissues with existing therapies



Translation of biomarker messages encapsulated in exosomes to detect early disease (ie cancer, autoimmune, inflammatory)





# **Untapped Potential of Exosomes**



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Unmet medical needs in various disease areas (e.g., neurological disorders, cancer, rare diseases).



Crucial to tissue regeneration and healing (Regenerative medicine)



Tailoring therapeutic cargo for the individual (Personalized medicine)

Continued....





# **Untapped Potential of Exosomes**





>**\$146 MN** Market Share (2022)

**44.9%** Market Share (2022)

>1.2 BN Market Share (2022) Therapeutic Segment

Kits & Reagents Segment

Cancer Segment



### Market Size (2032)

\$3.2BN

### **REGIONAL STATISTICS**



55.5%

# **Ground Floor Opportunity**

### A New Class of Therapeutics

- Rapid Market Growth 30% CAGR
- Government support of exosome research
- Pandemic applications to create vaccines and diagnostics ballooned exosomal research capacity, poor bioavailability, inability to cross the blood-brain barrier, immunogenicity)
- New manufacturing advancements like freeze dried exosomes, quantification tests, payload loading, large scale production, microfluids, and Induced Pluripotent Stem Cells (iPSCs)<sup>1</sup>
- Diagnostic markers that can detect early cancer, predict therapeutic outcomes, monitor disease progression, and test effectiveness of regenerative therapies.
- Diverse Applications (Diagnostics, Therapeutics, Tissue Regeneration, Neurological Disorders, Personalized Medicine

### 9,104 clinical Trials (ph1- 3)

### Only 10 are Exosome based therapies



### **EXOSOMES DEVELOPING AS A NEW CLASS OF THERAPEUTICS**

Lipid-Bilayer Nanoparticles created for inter-cellular communication

Receptor targeting mechanisms





Contain small fragment nucleic acids & proteins for cellular nutrition

Contents readily enter cytoplasm

Potential to be freeze dried



# Did you Know?

All tissue types contain cells that make extracellular vesicles called **EXOSOMES** that are invisible to the immune system.





# What are Exosomes?

- Microscopic sacs that are secreted by our body's cells
- 1/100th the size of a human cell
- Normal cells use these sacs as garbage dumpsters that contain RNA, proteins, and the remnants of metabolism
- Stem Cell exosomes used these sacs as armored car couriers transporting valuable growth factors, cytokines, and other biomolecules for cell to cell communication.
- Exosomal cargo helps heal the cells and tissue
- Membrane is a clone of the original cell and invisible to the immunes system (contains no antigen)
- Primary role is cell-to-cell signaling.



### The Cellular Courier



# What are **Exosomes**?



Exosomes are minuscule extracellular vesicles that are crucial for intercellular communication. They are the 30-100 nanometers (nm) in size. They can carry proteins, lipids, and genetic material from one cell to another.



To give perspective an exosome would be a speck of dust on the surface of a basketball.



# Why are Exosomes Important

- Act as Messenger that Affect Cell function and behavior
- Intracellular communication (local & long distance)
- Crucial role in cellular healing
- Regulation of biological processes
- Major role in diseases Involved in pathogenesis of diseases like cancer, neurodegeneration, and inflammatory diseases
- Can be used as a diagnostic or treatment
- They can be engineered like antibodies



# Why are Exosomes Important

### Hallmarks of exosomes

**Regulation of gene** transcription and translation

Survival and proliferation

**Reproduction and** development

Angiogenesis and wound healing

Waste management

Host-microbiome interaction and viral immunity



### Continued... 13

Balance of immune response and regulation of central and peripheral immunity

> **Receptor-ligand** signaling

> > Apoptosis

Cellular differentiation and neoplasia

**Cellular migration** and metastatic disease

> Metabolic reprogramming and regulation

Cholesterol

## **Exosomes: The Natural Evolution of Monoclonal Antibodies (mAbs)**

- Leverage the natural advantages of exosomes for drug delivery.
- Develop engineered exosomes as targeted drug carriers.
- Proprietary platforms developed for exosome production, loading, & targeting.

### Key Advantages

**Enhanced Delivery** 

- Larger Payloads
- Stabilizes genetic material (DNA, RNA)

Reduced Side Effects Improved Efficacy Cost Effective



## Anything mAbs can do Exosomes can do better



## Comparison to Monoclonal Antibodies (mAbs)

### Aspect

**Mechanism of Action** 

Specificity

**Production** 

**Applications** 

Immunogenicity

### **Exosomes**

Small vesicles transporting biomolecules for cell-to-cell communication and therapy delivery

Can be engineered to target specific cells, but naturally broader target range

Isolated from cells (mesenchymal stem cells) and purified from biological fluids

Small vesicles transporting biomolecules for cell-to-cell communication and therapy delivery

Generally low immunogenicity, reducing risk of adverse reactions

### Monoclonal Antibodies (mAbs)

Lab-produced molecules that bind specific antigens on cells, marking them for destruction

Highly specific to target antigens, allowing precise targeting of diseased cells

Produced using hybridoma technology or recombinant DNA technology

Treating cancers, autoimmune diseases, and infectious diseases.

Can sometimes elicit an immune response due to foreign protein origin.

## **Corporate Overview & Business Strategy**

- Commercialization of Plant-Based Exosomes
  - Research & Cosmetic Focused
- Clinical Stage Biotech
  - Orphan Drug Application Open (animal data)
  - Glioblastoma Cancer Indication Focus lacksquare
  - Broad Spectrum Antiviral Discovery Platform
- Early Screening, Non-Invasive Diagnostic Technology

### **COMMERCIALIZATION OF PLANT-BASED EXOSOMES**



## **Plant-Based Exosome Commercialization**

- Initial target market (Exosome Research)
- We have established a level 2 laboratory at Orlando medical city close to the international airport
- Anticipates completing first batch of exosomes in February 2025
- Product sales expected in Q2

## **Expected Customer Base**

- Research institutions
- Universities
- Pharma companies
- Biotech firms



## Market Expansion

- Our next target will be clinical use of cGMP products
- We are planning to upgrade our level 2 lab to GMP facility
- Currently 2000 SF





## **Plant-Based Competitors**



Animal, Plant, Milk or Microbial derived exosomes

Lif

Plant or Insects derived exosomes



Selling products to produce exosomes



Post modification of exosomes



Naïve exosomes



## **CLINICAL STAGE BIOTECH**



# Valuable JV Partner



Alliance Agreement between ExousiaPro and Progenicyte Japan Co., LTD (PJC).



PJC owns a patent-pending transformational drug delivery platform that utilizes exosomes to deliver nucleic acids to tissue and cells.



Exousia has an exclusive worldwide license of this patented technology and is partnering with PJC to fully develop the potential of the Exosomal Targeted Delivery Platform and Testing Platform.





## **Exousia Breakthrough**

### **TURNING CANCER CELLS INTO NORMAL CELLS – SORTA**

Our Transformational Exosomal Targeted Cargo Platform is distinct in its patented genetic loading technology and unique in its ability to deliver genetic material to treat disease.

**Established research partnerships** with leading medical institutions. Access to world-class laboratories, animal models and supportive services to accelerate clinical research and product development.





**Exosomal therapy is applicable to anti-cancer and anti-viral therapy**.





# **Exousia Breakthrough Tech**

**Patent:** A novel method to load the desired nucleic acid into exosomes ulletas a nucleic acid drug Drug Delivery System (DDS) (3/14/2022)



### pPJ4

We found a special sequence, exosomal localization signal (ELS), which efficiently introduces DNA to exosomes while the host cells produce them.

### Expression of cargo-loading

chaperones





## Patented Loading Process of the Exosomes

The Cell Does all the Manufacturing for Us



2 for 1 – Targeting & Cargo Loading Done at the Cellular Level (most advanced/efficient tech in industry)

**Receptor Targeting** 

**Genetic Payload** 

### **Proved Exosomes Delivered to Brain &** When they Arrived They Were Functional



The Gene that Makes Cells look green not only made it through the BBB but 26 was evenly distributed.

### **Test Demonstrated** Successful Exosomal Delivery of Genes to Brain Tissue

# Large Market Potential

The global nucleic acid therapeutics market was valued at \$4.1 billion in 2021, and is projected to reach \$12.2 billion by 2031





### **Brain Targeting Receptors (BHP & NCAM)**



**GFP + BHP Exosomes** 

Increased fluorescence indicates not only excellent uptake in brain cells but also even distribution.









### 3D View of the human mini-brain by exosome

Without the Targeting the permeation is concentrated in (A) and completely Diffused in (B)

(A)









### **Robust In Vitro Brain Model**

3D version – mimics the brain better notice the permeation throughout.

Even distribution of Neuronal (green) and Glioblastoma Markers (blue)

**Brain Homing Peptide** 

(BHP)

RFP

### Subcutaneous Injection of Exosomes Results in BBB Penetration



Hippocampus Region of Brain

Cortex Region of Brain

Proof of exosomes getting through BBB and into brain via subcutaneous injection. Opens up strong possibility of administration via inhaler.



# **Glioblastoma (GBM) Therapy**

A subset of extremely drug-resistant cells, cancer stem cells, exist in GBM, which makes it difficult to treat.



### **RESULTS Demonstrate** a

combination therapy of exosomal delivery of a silencing gene reduced the drug resistance mechanisms of GBM and helped TMZ kill almost 100% of cancer stem cells.

Conventional therapy, Temozolomide (TMZ) can only kill 25% of cancer stem cells, even at a very high (1mM) dose.

# Exosomal Delivery of Nucleic-acid Therapeutics for glioblastoma (GBM)





### Difficult to eliminate cancer stem cells

### ABCB1 transports intracellular antitumor drugs



# **Typical GBM Mouse Models**

Xenograft Models: Implantation of human GBM in immunocompromised mice.

Syngeneic Model: Implantation of mouse GBM into another mouse with same genetic background.

Genetically Engineered Mouse Model (GEMMs): Mice genetically modified to spontaneously develop GBM





### **Exosomal Delivery of Nucleic-acid Therapeutics** for Coronavirus





significantly reduced compared to the control.

Lane 1: Ladder Lane 2: HCoV 229E infected MRC-5 transfected with DNA gene cassette alone, without exosomes Lane 3: HCoV 229E infected MRC-5 treated with exosomes without DNA gene cassette Lane 4: HCoV 229E infected MRC-5 treated with exosomes with DNA gene cassette

- Normal human lung fibroblast, MRC-5 (ATCC® CCL-171™) cells were infected with Human coronavirus 229E (HCoV 229E VR-740).
- Then we did PCR to amplify the spike protein sequence of HCoV 229E for the detection of the virus in MRC-5 cells using following primers.
- As you see in the figure after exposing the MRC-5 cells to exosomes containing DNA targeting to inhibit HCoV 229E viral production was

### **RNA** therapy to get rid of virus – cuts the viral gene – stopping propagation

# Pipeline







# **About Company**

### Symbol: MAJI (OTCQB) Alternative Reporting Public Company

- 250M Shares Authorized
- 35.1M Shares Outstanding
- 6.1M Shares in Float
- \$1.8 M Market Cap

Funding: Reg A

IP Developed via JV w/ Progenicyte

### **Location:** Orlando, FL **Employees:** 1Full Time **Reverse Merger:**10/24 No Venture Capital Money



# Competition



Pharma & Biotech

**Lonza** – Leader in exosomal products and therapies. They are running a number of clinical trials primarily in oncology and neurological disorders. They have a number of tissue cell lines and load their exosomes using isolation.



**Capricor** – Involved in clinical trial development of a treatment for Duchenne Muscular Dystrophy (DMD) cardiomyopathy using exosomes to promote repair. They produce allogeneic cardiac-derived cell therapy.



**Kimera Labs** - Specialize in the production of perinatal mesenchymal stem cell (MSC)-derived exosomes. They also have diagnostic applications that provide early detection of diseases. They claim their exosome are capable of crossing the blood brain, but they are focused on regenerative medicine and tissue repair in dermatology.



**ArunaBio** – Develops neural exosomes that are able to penetrate the blood brain barrier. In their GMP facility, they cultivated a true neural stem cell line that renews and propagates.





## **THANK YOU!**

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