

## Improving Patient Outcomes In Critical Care Settings

Developing rapid, near-patient products for treatment guidance and monitoring



### Disclaimer

#### Forward-looking Statements

CAUTIONARY STATEMENT CONCERNING FORWARD LOOKING STATEMENTS This document contains forward-looking statements. In addition, from time to time, we or our representatives may make forward-looking statements orally or in writing. We base these forward-looking statements on our expectations and projections about future events, which we derive from the information currently available to us. Such forward-looking statements relate to future events or our future performance, including: our financial performance and projections; our growth in revenue and earnings; and our business prospects and opportunities. You can identify forward-looking statements by those that are not historical in nature, particularly those that use terminology such as "may," "should," "expects," "anticipates," "contemplates," "estimates," "believes," "plans," "projected," "predicts," "potential," or "hopes" or the negative of these or similar terms.

In evaluating these forward-looking statements, you should consider various factors, including: our ability to obtain additional funding to develop our product candidates; our ability to satisfy any requirements imposed by the FDA (or its foreign equivalents); the impact of COVID-19 on our clinical trials, preclinical activities and our ability to raise future financing; our ability to continue our relationship with Toray; the need to obtain and retain regulatory approval of our products, both in the United States and in countries deemed necessary for future trials; our ability to complete our clinical trials in a timely fashion and within our expected budget and resources; compliance with obligations under intellectual property licenses with third parties; our ability to commercialize our product candidates; market acceptance of our products; and our dependency on third-party manufacturers to successfully, and timely, supply or manufacture our products. These and other factors may cause our actual results to differ materially from any forward-looking statement. Forward-looking statements are only predictions. The forward-looking events discussed in this document and other statements made from time to time by us or our representatives, may not occur, and actual events and results may differ materially and are subject to risks, uncertainties and assumptions about us. We are not obligated to publicly update or revise any forward-looking statement, whether as a result of uncertainties and assumptions, the forward-looking events discussed in this document and other statement and other statements made from time to time by us or our representatives might not occur. For a discussion of other risks and uncertainties, and other important factors, any of which could cause Bluejay's actual results to differ from those contained in the forward-looking statements, see Item 1A. "Risk Factors" in Bluejay's most recent Form 10-K filed with the Securities and Exchange Commission, as updated by the Company's subsequent Quarterly



## **Bluejay Diagnostics: Optimizing Turnaround Times to Improve Patient Outcomes**

>>

 $\rightarrow$ 

>>

>>

>>

**Novel Proprietary Platform** 

Uses whole blood (no pre-processing) Results in less than 20 minutes

Symphony<sup>TM</sup> Product Lead Candidate: IL-6 Assay

Completed initial clinical studies for measuring IL-6 in critical care settings to support de novo FDA Marketing Application

#### **Market Opportunity**

Symphony<sup>™</sup> Product Pipeline addresses multi-billion-dollar market Near-patient testing (NPT) for monitoring of disease progression

**Commercial Strategy** 

Large, well-respected clinical testing sites are built-in commercial customers Reagent-rental model and DRG-based reimbursement simplifies adoption for hospitals

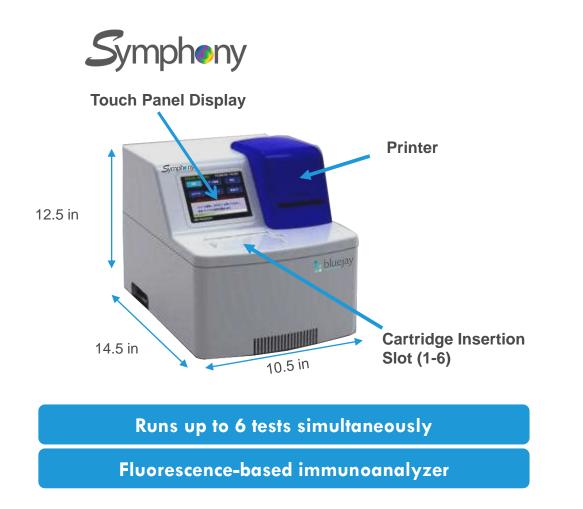
#### **Capital Efficient Model**

\$13.3MM cash as of Sept 30, 2022, sufficient to fund operations for next 12 months



# The Symphony<sup>TM</sup> Technology Platform: Analyzer and Assay Cartridge

Developing tests for clinically relevant biomarkers in critical care settings



### Symphony<sup>™</sup> Cartridge



#### No additional chemicals

No pre-processing of the sample

Advanced microfluidics nanotechnology

ELISA = Enzyme-Linked Immunosorbent Assay



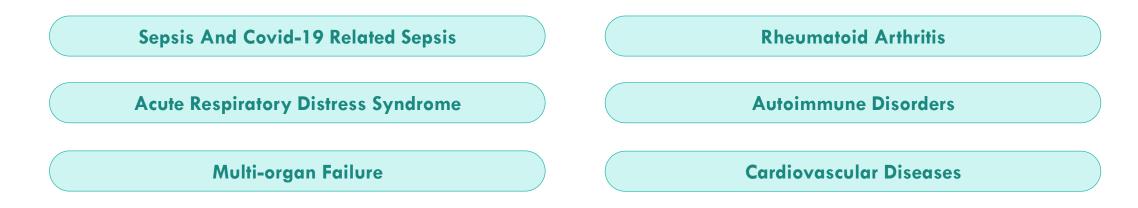
# Symphony<sup>TM</sup> IL-6 Test: Rapid Results in Critical Care Settings

Quantitative determination of IL-6 by fluorescence enzyme immunoassay from whole blood specimens



Measuring IL-6 could help medical professionals make earlier and actionable treatment decisions. Rapid turnaround time crucial as IL-6 specimens become more unstable over time

Interleukin-6 (IL-6) is an Early Responder Biomarker During Trauma or Infection. Important in:





# Symphony<sup>TM</sup> Product Pipeline

Products	Research	Development	Clinical Testing	Regulatory
Symphony <sup>™</sup> IL-6 Test patient acuity for sepsis triage/monitoring				
Symphony <sup>™</sup> hsTNT/I patient acuity with chest pain				
Symphony <sup>™</sup> NT-proBNP patient acuity with chest pain				

### New Tests Will Follow the IL-6 Development Pathway

Plan to expand testing menu to include:

(1) other well-validated critical care biomarkers

(2) tests with potential clinical and cost-saving benefits gained from faster turnaround times

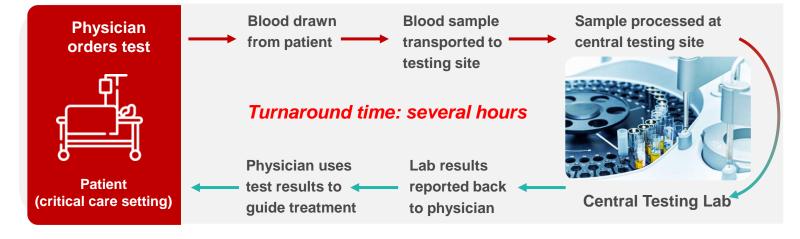


# Symphony<sup>TM</sup> Transforms Care Through Rapid, Near-Patient Testing (NPT)

Enables Physicians to make actionable treatment decisions earlier for patient stratification

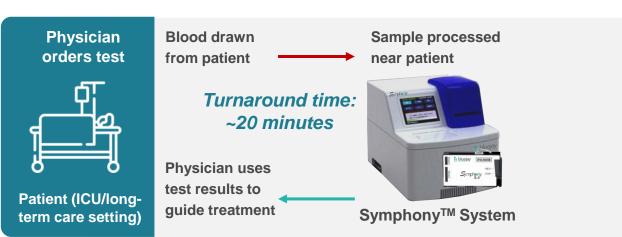
### **Current Testing Methods: Time is the Enemy**

- Significantly longer turnaround times to get results back to patients minimizes utility for critical care
- Require highly trained technicians to operate
- Large equipment located in central lab settings



### Symphony's Differentiated Features:

- Faster results to actionable decisions
- Quantitative, lab quality results
- System utilizes whole blood (no pre-processing required)
- Mobile, near-patient system





# Symphony<sup>TM</sup> System Potential Advantages<sup>1</sup> v. Other Clinical Analyzer Systems

Advantages	Bluejay Symphony™	Beckman Coulter	Siemens	Roche
Near Patient	Near patient	Central Lab	Central Lab	Central lab
Test System Size	Desktop	Very Large	Very Large	Very Large
Sample Type	Whole blood	Serum/plasma	Serum/plasma	Serum/plasma
Separate Sample Processing Step	Νο	Yes	Yes	Yes
Total Turnaround Time	~20 minutes	4-48hr <sup>3</sup>	4-48hr <sup>3</sup>	4-48hr <sup>3</sup>
Requires Dedicated Personnel*	Νο	Yes	Yes	Yes
System/Infrastructure Cost	\$	\$\$\$	\$\$\$	\$\$\$
NPV <sup>2</sup> for IL-6 Assay	<b>98</b> %	78.6%4	86%4	<b>92.9</b> % <sup>4</sup>

\*(phlebotomist/MedTech)



# IL-6 is Following a Well-Established Clinical Testing Pathway

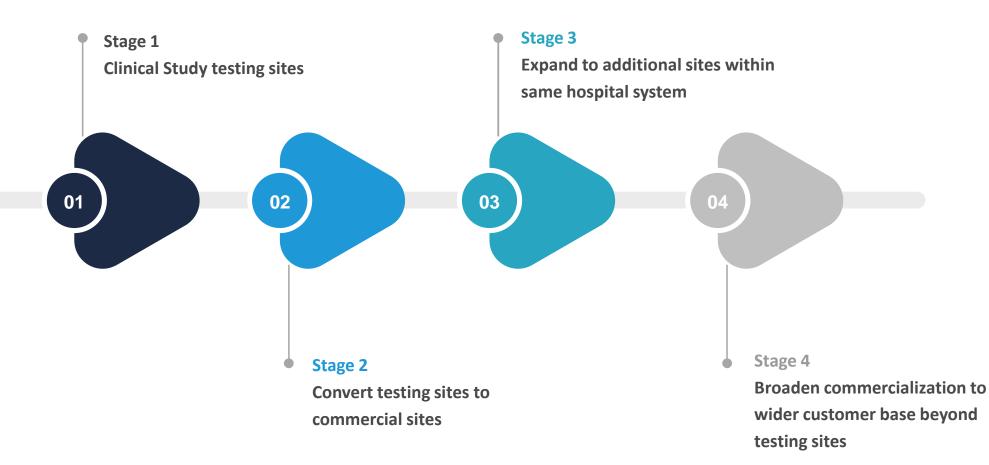
Studies will document Symphony<sup>TM</sup> performance versus standard of care

Milestone	Timing
Initial Testing Program at UT Southwestern Medical Center	Q4 2021: Complete
File FDA Pre-submission application	January 2022: Complete
Initial Clinical Trials	Q3 2022: Complete
Expansion of Clinical Trial Program	Q4 2022
File De Novo Marketing Application with FDA	1H 2023
Commercial Launch	1H 2024



## Launch Plan Starts by Converting Bluejay Test Sites to Commercial Sites

Existing multi-location healthcare testing sites are built-in initial commercial customers



#### **Commercial Strategy**

Leveraging internal champions to drive adoption

#### **Reagent-Rental Model**

Symphony<sup>TM</sup> Analyzer will be leased or sold

Cartridges provide recurring revenue and favorable margins

## **Financial Highlights**

Symphony



#### Financial Info (September 30, 2022)

ash*	\$13.3 MM
st. Cash Runway	Approx. 12 months
lean Balance Sheet	No outstanding warrants or debt

#### BJDX (NASDAQ) (September 30, 2022)

Market Capitalization	\$15.7MM
Average daily trading volume	175K shares
Shares outstanding	20.2MM

\*Cash is comprised of cash, cash equivalents and investments, per the Q3 2022 10Q filing. Warrants based on Q3:22 Balance Sheet



## Management & Advisors: Leadership, Diagnostic & Product Launch Expertise

Indranil "Neil" Dey	Kenneth Fisher	<b>Jason Cook</b>	<b>Kevin Vance</b>	<b>Mark Feinberg</b>
CEO and Co-founder	Chief Financial Officer	Chief Technology Officer	Chief Commercial Officer	Chief Medical Advisor
<ul> <li>Involved in introducing Her2neu test for Herceptin</li> <li>Lead numerous global teams</li> <li>Ph.D. in Biochemistry (UNESCO fellow) from BRC, Hungary, MBA (Fulbright Scholar) from Cambridge University, UK</li> </ul>	<ul> <li>Responsible for Bluejay finance, investor relations, accounting and administrative operations</li> <li>CPA: BA, Business Administration, Isenberg School of Management, UMass Amherst</li> </ul>	<ul> <li>Responsible for Bluejay product development and manufacturing operations</li> <li>15+ years in POC/ diagnostics product development</li> <li>Ph.D. in Biomedical Engineering, University of Texas at Austin</li> </ul>	<ul> <li>Responsible for Bluejay worldwide direct sales and strategic partnerships.</li> <li>Prior Chief BD Executive for Vibra Healthcare</li> <li>BS, Industrial Engineering &amp; Operations Research UMass Amherst; MBA, Western New England University</li> </ul>	<ul> <li>Guide Bluejay clinical development programs</li> <li>provide strategic medical and scientific leadership</li> <li>Associate Professor, Harvard Medical School/Cardiovascular, Brigham &amp; Women's; Medical College of Pennsylvania</li> </ul>





TEXAS The University of Texas at Austin



Brigham and Women's Hospital Founding Member, Mass General Brigham



### **Board of Directors**



Indranil "Neil" Dey CEO

**Svetlana Dey** 

**Donald R. Chase** 

Fred S. Zeidman

Gary Gemignani

20-year career at J.P. Morgan Chase (CEO of the International Private Bank & Alternative Investments, Asset Management) B.A Notre Dame University; J.D. University of Virginia School of Law; practiced law at Skadden, Arps, Meagher and Flom

Involved in introducing Her2neu test for Herceptin and introduction of Erbitux Ph.D. in Biochemistry (UNESCO fellow) from BRC, Hungary; MBA (Fulbright Scholar) from Cambridge University, UK

Co-founder of Bluejay; President & CEO of LMBRI LLC; 15 years+ of management experience in healthcare industry Masters Degree in Mathematics from the State University of Mari El Republic, Russia

35 years in executive roles at well-known community banks in New England B.S. Accounting, Western New England University

50+ years of corporate advisory experience; Chairman Emeritus University of Texas Health Science System Bachelor's degree from Washington University in St. Louis; Masters in Business Administration from New York University

Senior executive with experience in life sciences, public companies, accounting/finance Prior experience with Acacia Pharma, Biodel, Prudential Financial, Gentium, Novartis, Wyeth and Arthur Andersen



















## Improving Patient Outcomes In Critical Care Settings

Developing rapid, near-patient products for treatment guidance and monitoring





# Contact

### Bluejay Diagnostics, Inc.



360 Massachusetts Avenue, Suite 203, Acton, MA 01720



Toll-free: 844.327.7078 Main: 978.631.4884

ir@bluejaydx.com