

# Stopping Airborne Pathogens

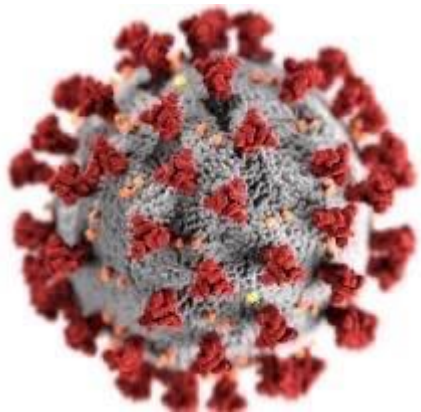
*Indoor Air Quality as a Service For Commercial  
Restrooms and Sports Locker Rooms*



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# Airborne Pathogens – *Invisible Foes that have everyone’s attention*

Viruses



CV-19

Bacteria



Legionnaires Bacteria

Mold-Fungus

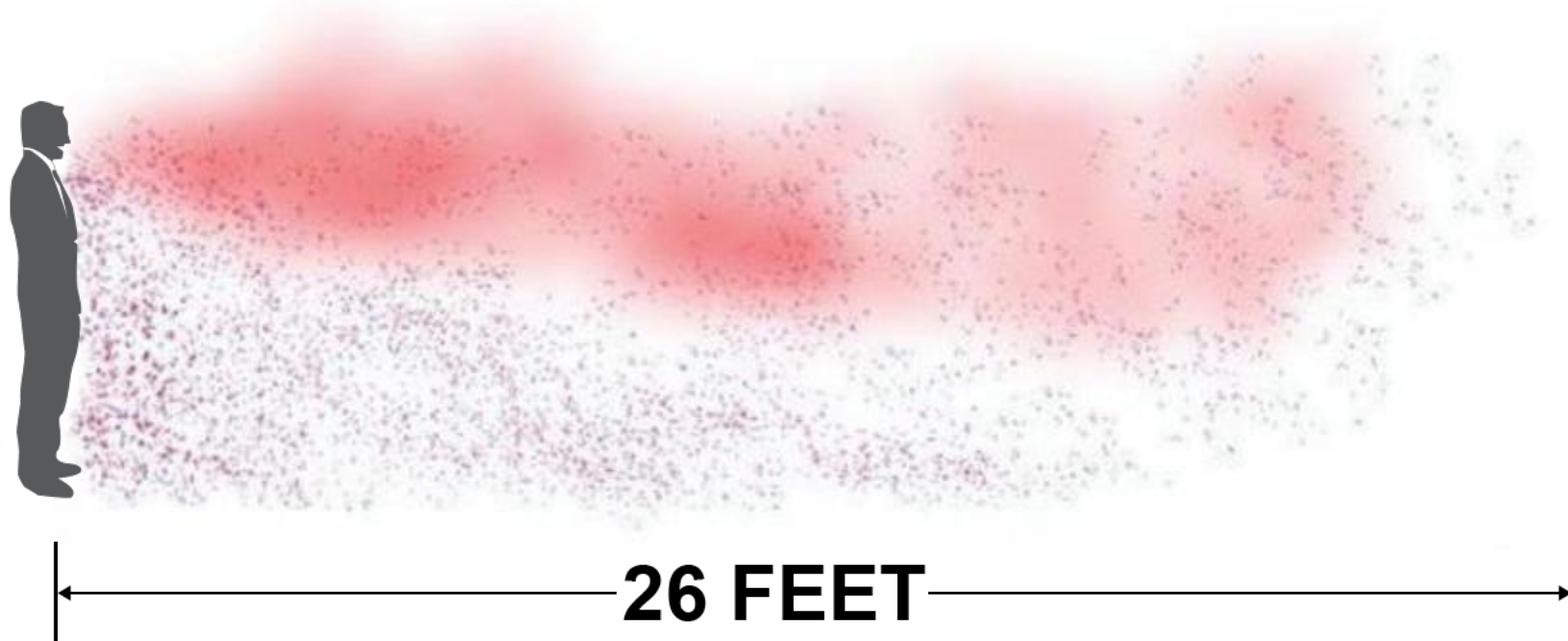


Black Mold

## A 1,000 Year Old Problem

# Pathogens Move Quickly and Linger in The Air

## Emissions from a Sneeze



Airborne Pathogens  
are aerosolized—that's  
the problem to solve

Source: MIT Labs

# Indoor Air Quality-A Significant Problem



NICK UTIAP, GARY A. VASQUEZUSA  
TODAY/REUTERS

1970's US Outdoor Air Quality was Poor!

Los Angeles 1970's and Today

Significant improvement in Air Quality

- Today-Indoor Air Quality-A Growing Problem! Dust, Mold, Bacteria, Viruses
- We now spend 90% of our time indoors at work or at home: Source EPA
- Current products and HVAC systems fall short of providing safe and healthy air

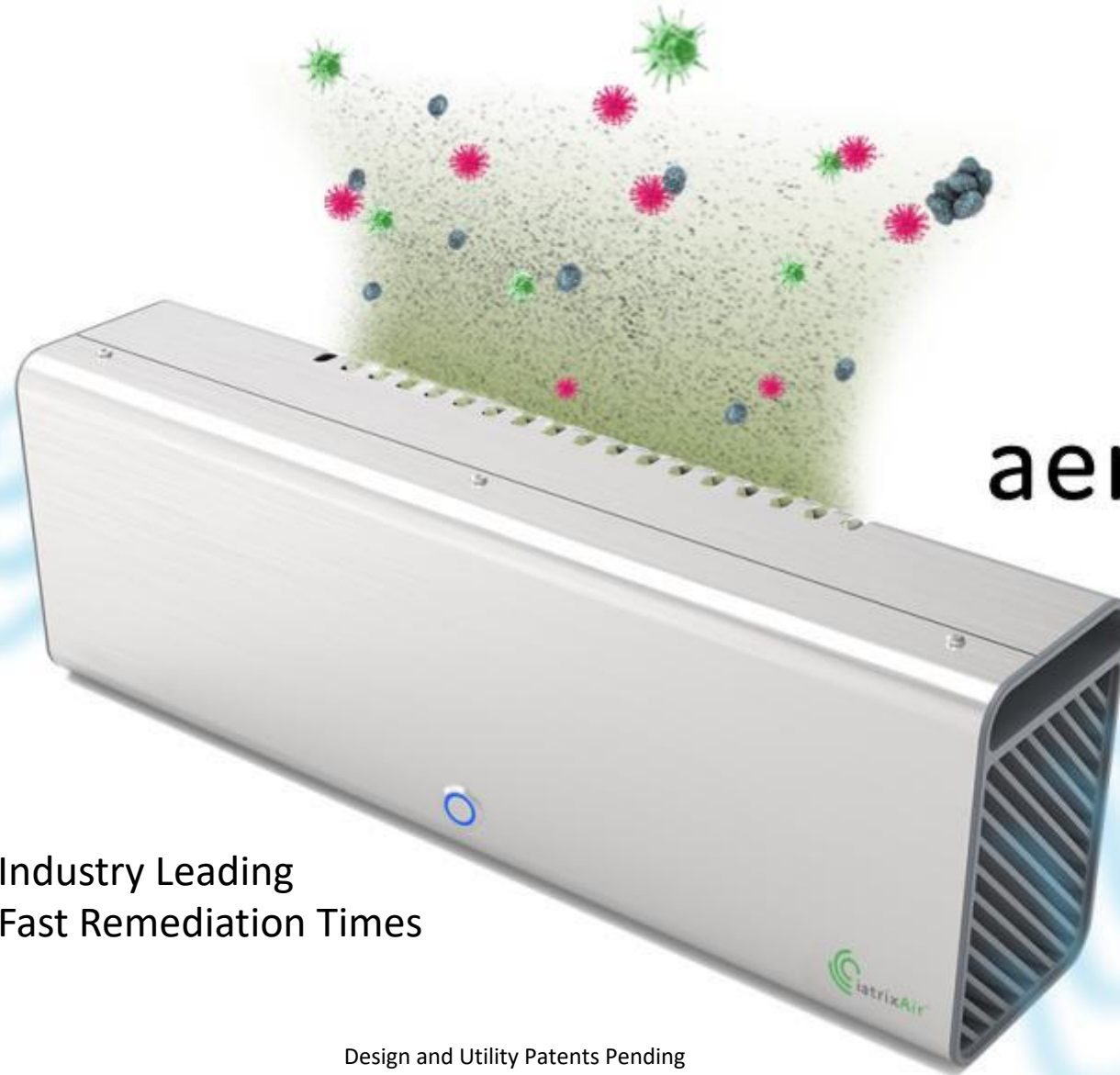


# Introducing the iatrixAir Priority 100 – *Pathogen Destroyer*

Cellular



Sensor Gateway



aerotr<sup>3</sup>

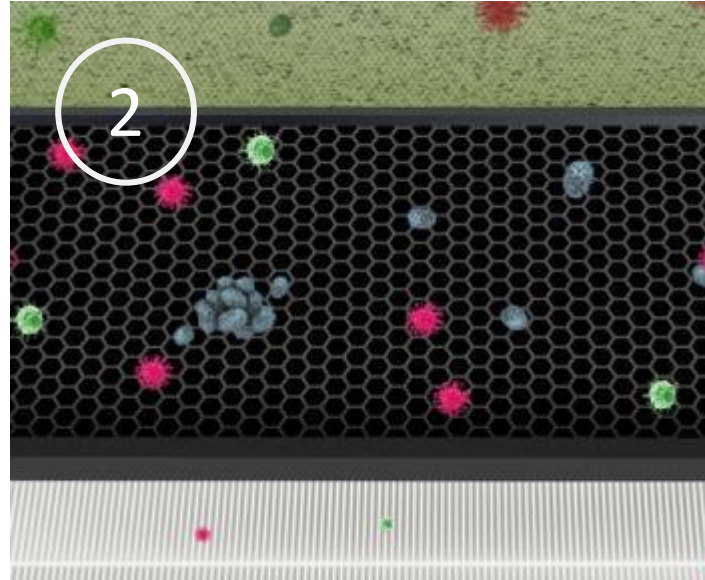
For Commercial Restrooms of all types including Major League Teams, Universities, High Schools And Fitness Clubs Locker Rooms

Industry Leading  
Fast Remediation Times

Design and Utility Patents Pending



# Requires An Absolute and Automated Solution



Detect

Protect

*Remove and Destroy Fast*

Inform

*Air Quality As A Service – AQAAS*

1

# DETECT

Particulate Matter (10.5, 5.0, 2.0, 1.0)

Odor

CO2

VOC

Presence (Doppler)

Air Pressure

Smoke

Temperature

Humidity

Noise

Vibration

Ambient Light

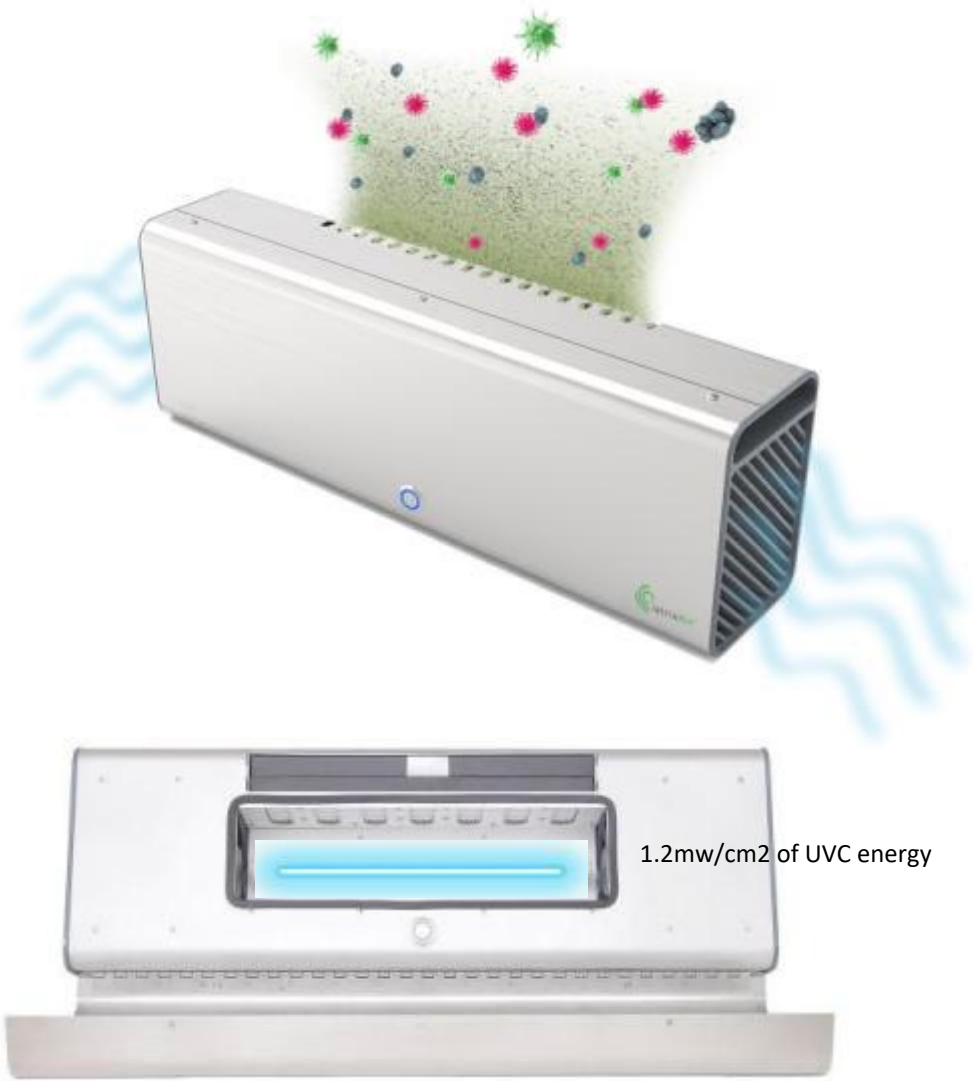
Sensors gather data every 8 to 10 seconds



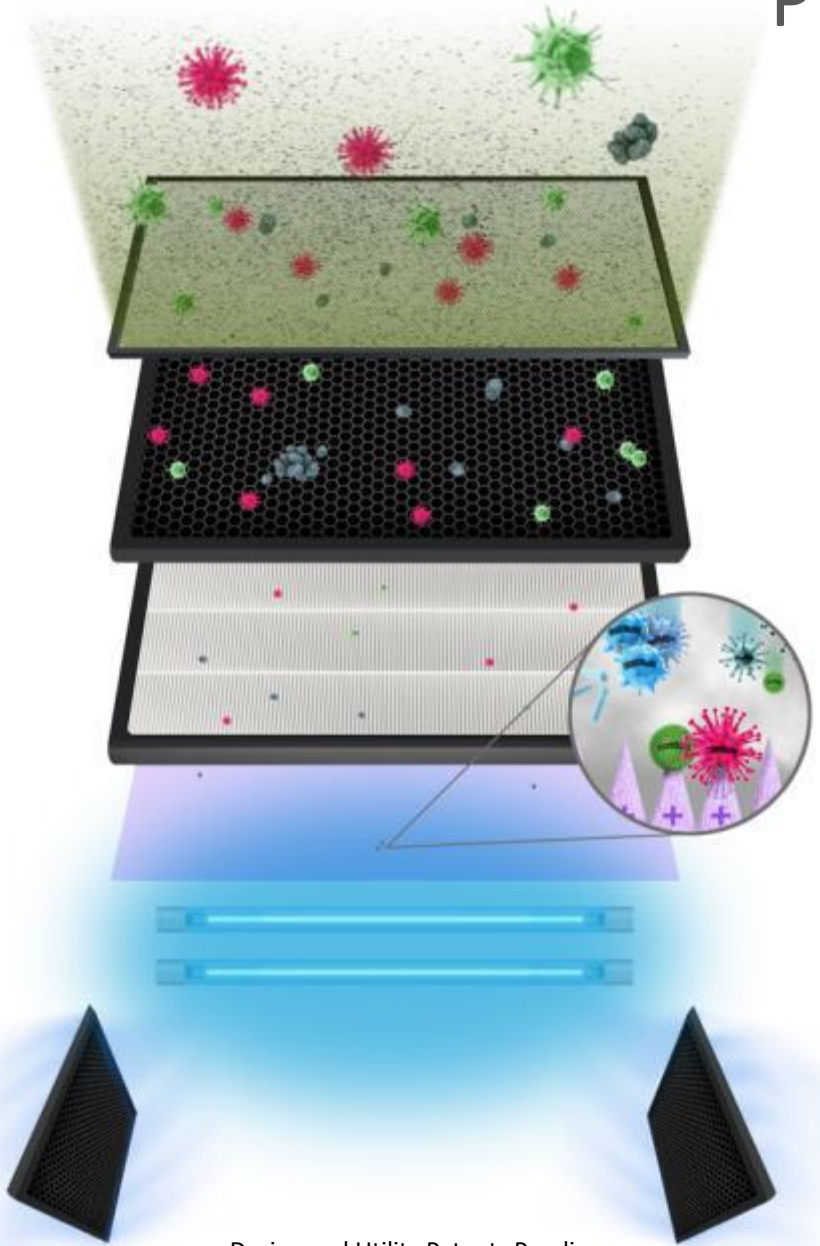


2

PROTECT



Stainless Steel Enclosure



H13 MEDICAL GRADE FILTER

DESTROY

PURIFY

Design and Utility Patents Pending



3

INFORM

Automated  
Edge Processing  
Artificial Intelligence  
Cellular Connection  
Cloud Analytics  
Desktop Dashboard  
Mobile User Interface  
Connects to HVAC systems  
Alerts  
Notifications  
Reports  
GPS enabled



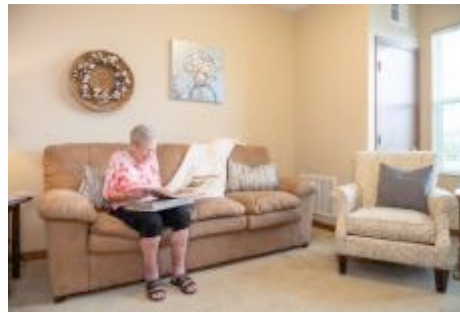
# Significant Market Opportunities – 32.5M Businesses in US



Schools



Personal Care



Assisted Living



Hotels Rooms



Elevators



Small Retail



Healthcare



Manufacturing



Restaurants



Public Restrooms



# TARGET: Commercial Restrooms | *CV-19 has made us aware and cautious*



*Faster is Safer*

25M Public and Commercial Restrooms in US

Average visits to public restrooms is 1 to 5 times per week\*

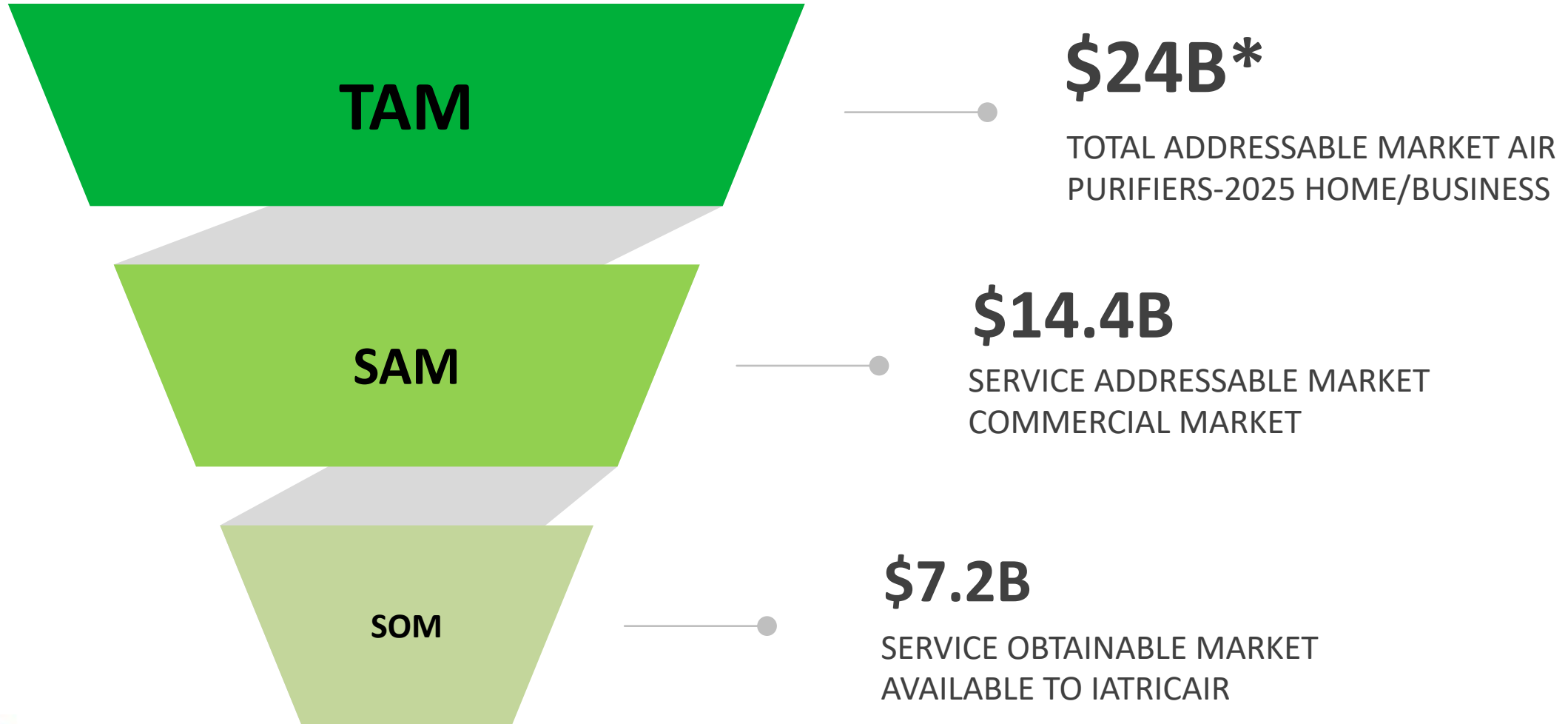
Average visits to commercial restroom 10 times per week\*

Source





# Market Opportunity



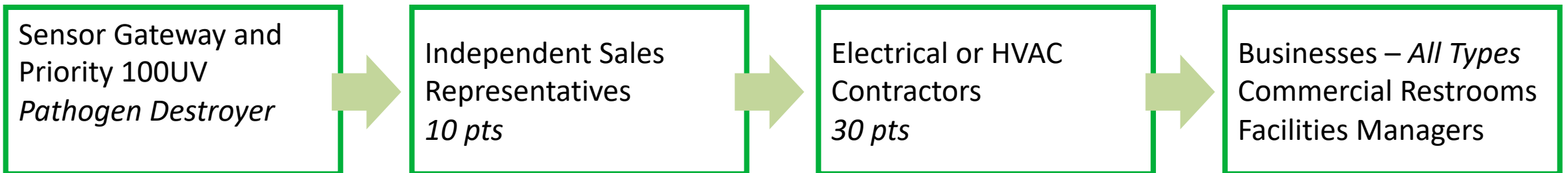
# Business Model – Air Quality as a Service

*Instead of a box on the floor that requires constant attention*

*A never touch air quality solution base on a monthly subscription*

*Everything included filters, lamps, installation, service*

## B2B Sales and Distribution Model



One of the largest Restroom Installers on West Coast

\$1495 MSRP  
or  
\$69 per month\*  
Includes cellular,  
filters, lamps

# Others' Technologies and Platforms

They use Sq/Ft calculations.

iatrixAir uses Cubic/Ft—*complete space*.

Most filter only, and don't destroy harmful pathogens.

iatrixAir has H13 HEPA medical grade and destroys pathogens on first pass.

Most have slow inactivation rates which means long remediation times.

iatrixAir sensors run every 8 seconds and destroys pathogens on first pass.

Most use unsecure WIFI Connection.

iatrixAir uses secure Cellular connection.

Many use Ionization & Oxidizers that puts more chemicals into air.

iatrixAir only uses light to destroy pathogens.

Most are for consumer markets.

iatrixAir is built for commercial markets.





# Experienced Management Team and Partners



**Marc McConnaughey, CEO**

- 35 yrs-Photonic/Light Technologies
- 4 Startups
- \$110M total raised
- ViewSonic SVP \$50M to \$1.4B Rev
- NPI-Supply-Operations



**Steve Hutchcraft, SVP Strategic Development**

- 30+ years HVAC Industry
- Carrier VP
- Amana CEO
- Silicon Valley Alliance of CEO's



**Henry Artime, CMO**

- 30+ years Branding and Marketing
- Founder-Artime Group Pasadena, CA
- Extensive B2B experience



**Bryan Chang, VP R&D**

- 25 yrs in Photonics/Light Technologies
- Engineering-Operations-Asia



**Ralph Lloyd, VP Adv. Technologies**

- 32 yrs in Materials, Polymers, Chemical Engineering
- DuPont Technical & Managerial Roles
- 18 patents



**NTU**  
National Technology University

## Board Members



**Warren Lynn**



**Jerry Shi**  
Angel Investor

## Advisors



**Scott Nelson**  
Medical Technology



**Daniel Price**  
IOT-Cloud



**Joel Pollack**  
Display-Light Technologies



**Stuart Kaler**  
Intellectual Property



# Defensible, Speed to Market, and Viability *Post CV-19*



First Pass Inactivation

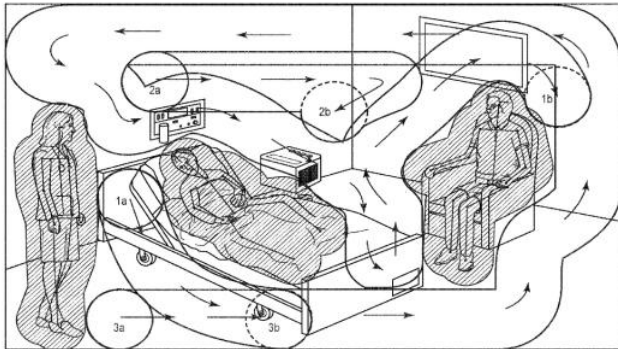


FIG. 15

Steerable Light in Occupied Spaces

## DEFENSIBLE

- Design and Utility Patents: *Designed for FDA Approval*
- *Steerable Disinfecting Light in Occupied Spaces-2 issued patents*
- *Steerable Disinfecting Light-2 provisional patents*
- Light Engine Optical Design and knowhow

## SPEED TO MARKET

- First product uses standard components
- UVC well known and trusted technology – *Proven to Use*

## VIABILITY-POST PANDEMIC

- Large untapped market opportunities
- Low-cost Corporate Goodwill & Employee Benefits Initiative
- Indoor Air Quality Building Challenge-EPA ( Tax Credits )

# Priority 10 and Priority 100UV Air Exchanger – *Minimum Viable Product*

Problem to Solve



Develop Proof of Concept/Testing



Prototype



Alpha Units



Beta Units



Feb-Jul  
2020

Market Study  
Benchmarking  
Competition

Aug-Nov  
2020

Early Customer  
Engagement

Dec-Oct  
2020-21

Finalize MVP  
Prototype Build

July-Aug  
2022

Our plan is:  
10 Alpha Units for  
Initial Customers

Oct-Nov  
2022

Our plan is:  
50 Beta Units for  
Customers, Lab Testing



Priority 10 Gateway

Expenses to date: \$185k

Alpha Units: Projected \$250k to 300k



# Investment Opportunity: Pre-Series Seed \$400K

## The problem we are solving

- iatrixAir makes interior public spaces free from harmful *Airborne Pathogens*
- We make going back to the office safe now and in the future

## How big is the market opportunity?

1. There are 25M public and commercial restrooms in the US.

## How are we better than the current offerings?

- We detect faster. We protect faster. We inform faster. Faster is Safer
- iatrixAir is a commercial grade '*Pathogen Destroyer*,' not just an air-purifier
- Fast exchange of all the air in a 1,600 cubic-foot restroom in 230 seconds
- We are leveraging the efficiencies of B2B channels, not direct sales
- Automation Innovation with '*Air Quality as a Service*'

## Our team, traction and exit

- We have a tested and operational prototype. Patents filed.
- Highly experienced team in place
- Indoor Air Quality Building Challenge is a market driver
- Our exit plan is by IPO or Acquisition

Offering Link for Pre-Series Seed <https://netcapital.com/companies/iatrixair>





Design and Utility Patents Pending

*Thank You*

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# *Post CV-19, Indoor Air Quality Remains An Issue*

- 42% of employees cited fear of exposure to COVID-19 in the workplace as reason not to return to work
- Indoor Air Pollution or IAQ matters to building occupants
- Indoor Air Pollution matters to Employers as it matters to occupants
- Increasing Health regulations will force compliance: CA OSHA P&P No C-48 as an example
- Indoor Air Pollution matters to Building Owners/Operators as if tenants care they must care
- Costs is not a limiting factor-justifying occupant health to ROI is not a sustainable strategy
- Digitized Real Estate Assets will include IAQ certificates