BIOUTAH
UTAH'S INDEPENDENT LIFE SCIENCE ASSOCIATION

HEALTH
UNIVERSITY OF UTAH

2019 Translational Medicine Symposium

February 25, 2019

Introduction

- President and CEO of BioUtah
- Former Chairman, President, and CEO, of Dynatronics Corp (NASDAQ:DYNT)
- Former Mayor of Cottonwood Heights, Utah
- Family Feud Contestant

Family Feud Actually Happened…

Life Sciences in Utah – 2018 Kem C. Gardner Institute Report

- LARGEST LIFE SCIENCE JOB GROWTH OF ANY STATE FROM 2012 TO 2017
- 43,000 JOBS EXPANDING TO OVER 130,000 JOBS
- JOB GROWTH RATE IS 50% HIGHER THAN STATE AVERAGE.
- $13 BILLION IN DIRECT AND INDIRECT GDP
- $7.6 BILLION IN PERSONAL INCOME DIRECT AND INDIRECT
- AVG COMPENSATION PER EMPLOYEE IN OUR INDUSTRY IS $86,000 PER YEAR WHICH IS 46% HIGHER THAN THE STATE AVERAGE.
- 1000 COMPANIES COVERING 21 COUNTIES AND 80 CITIES
- 35 EMPLOYEES AVERAGE; 600 HAVE FEWER THAN 4

HOW DO MOST COMPANIES GET THEIR START?

Disney – 1923 Garden Grove, CA

Apple- 1976 Los Altos, CA

Amazon-1994 Bellevue, WA

Microsoft-1975 Albuquerque, NM

HOW DO MOST COMPANIES GET THEIR START?

- LIFE SCIENCE COMPANIES START IN A DIFFERENT KIND OF GARAGE.
- MOST ARE LABS MUCH AS YOU WORK IN HERE AT HE UNIVERSITY OF UTAH.

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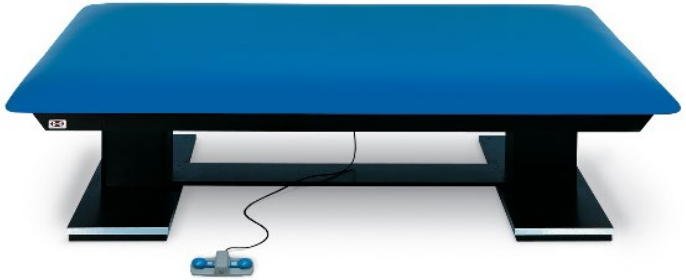
Our Garage for Dynatronics

Humble Beginnings – Pittsburg State University

It All Starts With Innovation …

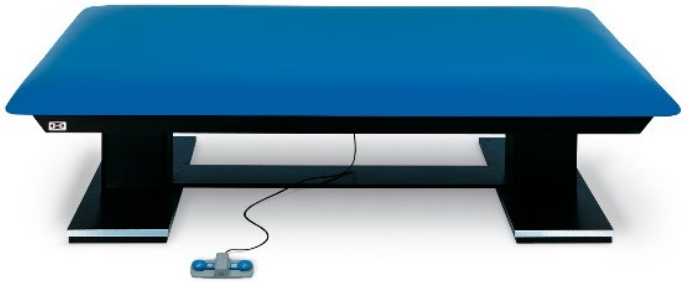
Continued Innovation

- Miniaturized products
- Ultrasound – Patented 3 Frequency
- Affordable pricing
- Introduced many other new products



Patients Treated & Benefitted

- 30,000 devices
- Each treating 2 patients a day 250 days a year
- 15,000,000 patient treatments per year.



Virtues of Product Commercialization

- **Commercialization is not a swear word.**
- Research for research sake is honorable.
- Converting research to products that relieve pain & suffering is noble.
- Not many industries have the virtue of being able to say that in the process of pursuing their corporate objectives, they:
  - Create high paying jobs thus providing livelihoods for hundreds or thousands of families.
  - Relieve pain and suffering
  - Improve quality of life
  - Restore functionality
  - Extend Life.

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Science Without Walls

BIOUTAH UTAH'S INDEPENDENT LIFE SCIENCE ASSOCIATION

WHY INNOVATE?

Brent Hunt – President and Founder

MULTIPLE KNEE AND SHOULDER REPLACEMENTS

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SOFT CELL TECHNOLOGY

- Brent studied Microbiology and managed the lab at DSU in the early 80's
- Set up a work station in the museum to with permission from Dr. Barnum.
- Started with fixed stain slides studying bacteria then moved to sterile wet slides.
- Gathered blood samples – got 71 samples at his 35 year high school reunion.
- Over the last five years, he developed ways to culture L-Form Bacteria.

SOFT CELL TECHNOLOGY

- Ultimately moved from museum area to a 2000 square foot lab.
- Now building a 13,000 square foot CLIA Lab.
- Product is a blood bottle that they use to test for L-form bacteria
- Innumerable strains of L-form bacteria. Each test is like a proprietary research study on the patient.
- Patented their methods and are presently doing research work with Johns Hopkins, Oxford University and many other prestigious institutions.
- Prepared to begin commercializing their product to benefit the lives of patients all over the world.

Rest of the Story….

- After his studies in Microbiology, Brent went on to be a successful dry wall contractor.
- Only after retiring from that job did he turn his attention back to his love of microbiology.

RESOURCES BEYOND CAMPUS BOUNDARIES

- University of Utah has produced many successful companies.
  - Myriad Genetics
  - Recursion Pharmaceuticals
- BioUtah works to create partnerships between academia and industry.
- Utah home to many successful Life Sciences companies
  - Merit Medical
  - Edwards Life Sciences
  - Polarity TE
  - Recursion Pharmaceuticals
  - Becton Dickinson/Bard
  - Stryker
  - Dynatronics Corporation
- Understand the broader ecosystem of Life Sciences in Utah

TRANSLATIONAL MEDICINE

- Every successful product began with successful research. But not all successful research has been converted to a successful product.
- Every successful product has addressed a specific need. But not all needs have been met with successful products.
- We have seen incredible advances in medical innovation and cures. Much of that starts with a physician or researcher who begins to think outside the box and ask why.
- Published research is a crowning achievement in academia. But it is not an end unto itself. It is the platform from which lives can be changed. Indeed, I would say researchers have an obligation to translate their research into products that change lives.

Translating your research to medical products WILL CHANGE LIVES!!!

ENTREPRENEUR AND INVESTOR LIFE SCIENCE SUMMIT 2019

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