

Hello and welcome to  
*our October newsletter:*

*Since we last spoke...*



If you absolutely hate the idea of taking daily injections, then you'll love what we're doing here at Maman Biomedical - we're developing proprietary controlled-release therapeutic patches and gels that eliminate the burden of multiple daily injections! Our target indication of use is the fertility industry, because it's a problem close to these founders' own hearts. *But that's only the start!* #NoMoreNeedles

**Since we last spoke**, we have moved into acceleration mode to deliver on some big and ambitious value-inflection milestones as we position ourselves for our \$1.5M pre-seed raise in Q1-Q2 of 2025! Read on for more!

## PATENTS & TRADEMARKS

Leveraging Elevate IP's non-dilutive funding support, we have completed our patent and trademark searches this month with our IP counsel, Smart & Biggar.

But it doesn't end there - our IPON Statement of Work to file our IP applications has also been approved this month, putting us well on our way to meet our first value-inflection milestone by the end of Q4!



Innovation, Science and  
Economic Development Canada



**Intellectual Property  
Ontario**

## CLINICAL VALIDATION

We're one of 11 companies to be accepted into Innovation Factory's HEALTHI Program, taking us one step closer to our clinical validation!!

With HEALTHI, we're able to work directly with the world-class clinicians and hospital facilities at St. Joseph's Healthcare Hamilton to create pre-trial protocols and documents required to undertake a clinical trial.

HEALTHI supports Canadian-based life science companies to leverage up to \$15,000 as they work directly with research administration groups at Hamilton Health Sciences and St. Joseph's Healthcare Hamilton. HEALTHI services are supported in part by funding from the National Research Council of Canada Industrial Research Assistance Program (NRC IRAP).

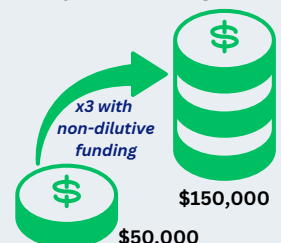


## FUNDRAISING

Family, Friends & Angel round

**Our Family, Friends & Angel round is still open.** To date, we have raised \$50,000 via convertible debt, and have tripled that to ~\$150,000 with non-dilutive funding (i.e., pitch wins, grants, and wage subsidies).

Know a high-net worth individual or accredited angel who's passionate about making an impact in the space? *Introduce me!*





# PITCHING AND STRATEGICS!

I gave one of my best pitches yet at the Elevate Festival's unicorn opening night showcase - did you catch it?!

We also dropped Lauren into the deep end this month with her first solo trip and pitch all happening in front of a big potential strategic, and she rocked it, opening the door to future partnership opportunities with one of the biggest names in fertility drugs - Merck!

In October, you might have also caught me pitching in the finals of the Canada SynBio competition, and Lauren at Startup Canada Tour in Waterloo/Kitchener!

## WHAT ELSE DID YOU MISS?

■ MedTech! It's been a while since we attended a conference that we weren't pitching at (yes, that's a not-so-humble-brag), but #MedTechConf certainly kept us busy! So many new connections and potential partnerships made!

■ I joined the Chemical Institute of Canada, Toronto chapter for an afternoon of virtual speed-mentoring, sharing insights into my career journey and hopefully inspiring a couple of early-career scientists along the way.

■ There's been a lot of opportunities to learn within my network, and I've been soaking them all up: The51 Roundtable in Toronto: Designing Your Cap Table; Keiretsu Female Funders: Mastering The Term Sheet; The Capital Game Plan - Funding Strategies for Entrepreneurs.



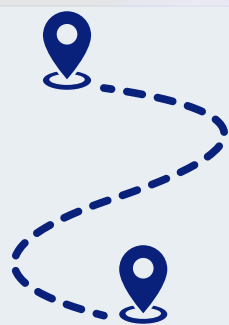
## REFLECTIONS & LESSONS LEARNED

With the rapid progress that we've been making, it's natural that we would outgrow certain expertise, and require entirely new ones. This meant that a shakeup to both my Advisory and Operational teams were eminent, and as I alluded in September's newsletter, this was something that I'd already begun working on. This month though, the hammer truly dropped. We learnt that for-profit organizations - that means us - are not allowed to offer unpaid volunteer positions in Ontario. Say whaaaaatttt?! #FirstTimeFoundersFumble.

Needless to say, what followed the rest of the month has made October one of my toughest to date.

■ I had to let good people go, terminating agreements with amazing individuals who have generously given their time and skills over the last few months to drive our growth. It has been incredibly heartbreaking to claw back my offers of service to these volunteers.

■ With the loss of my volunteer team, it has been difficult to ignore the crushing weight of lost time and opportunities, exacerbated by the heavy knowledge that I've now missed key deadlines to leverage Fall co-ops, and that my planned raise now needs to go further than I'd anticipated.



## LOOKING AHEAD

■ November: We're heading to San Francisco Bay area with the CELS and Pathway to Silicon Valley groups to explore potential strategic partnerships and investment opportunities. Let us know if there's someone you think we should connect with!

■ Also in November: Katya D'Costa, current UofT PhD candidate in Biomedical Engineering, will pitch on behalf of Maman at H2i's Pitch Perfect competition for one of three \$5k prizes.

