



# PolySoluble.com

Poly Soluble Medicine Re-packaging And  
Wholesale For The Geriatric And Dysphagia  
Sector

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# The Dysphagia Market

- “Dysphagia” is a difficulty in swallowing
- Today in 2020 – there are 150 Million Geriatric Dysphagia Suffers (Over 75 years Old)
- In 2050 – projected to be more than 600 million Geriatric Dysphagia cases (Over 75 Years Old)
- In 2050 - 1.986 Billion General Population Sufferers of Dysphagia (2Years Old up to 85+ Years Old)

<https://medical-clinical-reviews.imedpub.com/dysphagia-a-geriatric-giant.php?aid=8373#1>



# Geriatric Medication Market

- Geriatric medicines are a specialty branch of medical science that provides diagnosis and treatment options for the elderly
- Global geriatric medicine market was valued at US\$ 672.0 Bn in 2018
- Projected to expand at a CAGR of 6.9% from 2019 to 2027





## A Disruptive Innovation

"POLY SOLUBLE DISPENSING" focuses on mixing in 8 seconds in water the total dose posology of a patient – Up to 30 different medications in one glass of water.

# We Make Poly Soluble Medication For



**80%**

Of all prescribed medications taken by patients in care over 75 years old



**20%**

Of the Global Population who have Dysphagia

# Forecast “Real” Pharmaceutical Sector Growth 2017

[https://torreya.com/publications/torreya\\_global\\_pharma\\_industry\\_study\\_october2017.pdf](https://torreya.com/publications/torreya_global_pharma_industry_study_october2017.pdf)

Country	Size of Sector in Future Versus Size Today (Percentwise)		Pharmaceutical Expenditures (Current \$millions)		
	2030 vs. 2017	2060 vs. 2017	2017	2030	2060
World	160%	317%	\$ 1,042,545	\$ 1,671,932	\$ 3,307,407
USA	134%	243%	\$ 385,191	\$ 517,678	\$ 937,702
China	230%	454%	\$ 122,728	\$ 281,701	\$ 557,260
Japan	117%	177%	\$ 103,006	\$ 120,285	\$ 182,536
Germany	118%	159%	\$ 64,007	\$ 75,710	\$ 102,045
Russia	147%	216%	\$ 46,693	\$ 68,570	\$ 101,023
France	129%	196%	\$ 45,524	\$ 58,890	\$ 89,367
Italy	118%	185%	\$ 36,909	\$ 43,657	\$ 68,239
Mexico	154%	343%	\$ 36,263	\$ 56,006	\$ 124,551
United Kingdom	128%	245%	\$ 33,235	\$ 42,448	\$ 81,543
Canada	131%	259%	\$ 29,113	\$ 38,144	\$ 75,456
South Korea	141%	191%	\$ 28,350	\$ 40,084	\$ 54,027
Spain	129%	196%	\$ 27,123	\$ 35,087	\$ 53,246
Brazil	169%	305%	\$ 25,915	\$ 43,693	\$ 79,144
Australia	149%	286%	\$ 15,575	\$ 23,164	\$ 44,497
Poland	140%	188%	\$ 14,082	\$ 19,660	\$ 26,499

40% of Pharmacy dispensing destined to UK Geriatric Care Homes

# PolySoluble Dispensing Solves

“Poly Soluble Dispensing” Solves:

1. Formulation Regulations: Country licenses for each drug adhered to, same form as usual with OTC Excipient (non-API) added.
2. Posology Turnaround Times: Onsite pharmacist can change the prescription the same day.
3. Direct to Patient Dispensing Regulations: NO Contamination
4. COGS: Cost of Goods: Significantly lowers due to bulk manufacturing purchasing of API's and Excipient.
5. Logistics Chains: Shipments made monthly, lower shipping costs.
6. Import/Export Regulations: one off permits allow for bulk shipments lowering costs further.

# Seamless Integration

- Our Poly Soluble Pharmacy Platform is perfectly placed for “Full Pharmacy Dispensing Robotics Integration”
- Hub and Spoke system of dispensing in Care Settings and Home Delivery is becoming industry standard
- PolySoluble has over 80 mainstream medications’ soluble formulas focused on Geriatric Care



## 2 Year Shelf Life Certified



- Our aim is to certify a 2 year shelf life to all our 80 formulas
- Increasing our products acceptance within all the markets of Europe and North America.
- Our Potential Logistics Partners currently distribute to in the UK, France, Spain and the Benelux Countries with a view of expansion on those markets and adding Germany/ Czech / Hungary / Poland / Lithuania / Estonia markets.
- USA Distribution is already established with 7 Hub & Spoke Partner Pharmacies distributing to 43 states
- Updated 17/12/2020



# High Scalability

- Our PolySoluble Medicine covers approximately 80% of all prescribed medicine dispensed by Medical Doctors in Clinical Settings
- Our Multi-Dose Pill Packing solutions are highly scalable for Wholesalers, Pharmacies and Hospitals
- Our one solution covers all powder medicines dispensed in Care-Homes, and hospitals and or by a Medical Doctor.



# Intellectual Property And Patents



**First Use Certified:  
Performed  
January 6<sup>th</sup> 2021**



**Super-Disintegrator  
Formula IP has been  
developed and tested.  
All IP ownership 100%  
PolySoluble**

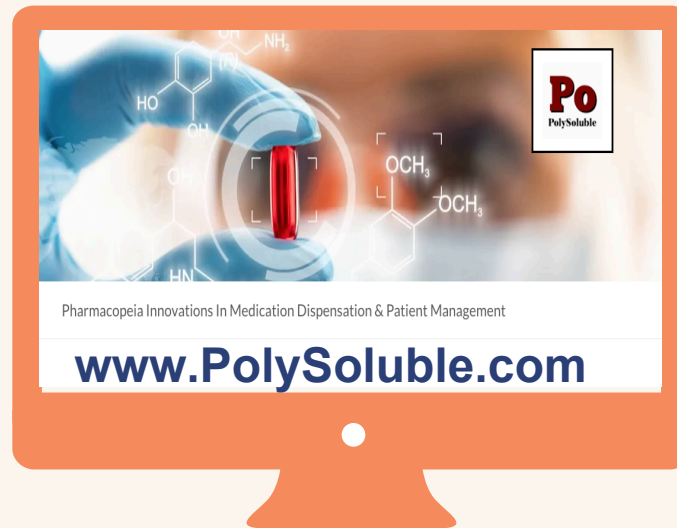
# Marketing Growth Culture

Our growth will be guided by four values and help in shaping “PolySoluble.com’s Growth Culture”.

The four value “I”s – integrity, individuals, impact, and innovation

Helping us shape our:

1. Cutting edge digital distribution plans
2. Integrating Social Digital Platforms into our CMS Database like Doximity and WebMD
3. Serving patients, wholesalers and Pharmacies, Hospitals and Doctor
4. Building vertical integration with our end users.



# Vertically Integrated Distribution Model

PolySoluble has a vertically integrated distribution model

PolySoluble Manufactures form its site or a CMO

PolySoluble Wholesales from Poland and the USA

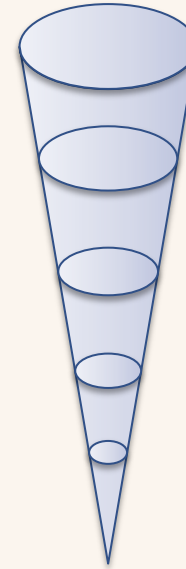
PolySoluble Partner pharmacies dispense

PolySoluble MD's prescribe

PolySoluble Care Home Partners Patients

This vertical integration and distribution allows PolySoluble to control its market share, opens import/Export lines and increases sales

## POLYSOLUBLE



Poly Manufacturing

Poly Wholesale

Pharmacy Partners

Medical Doctor Partners

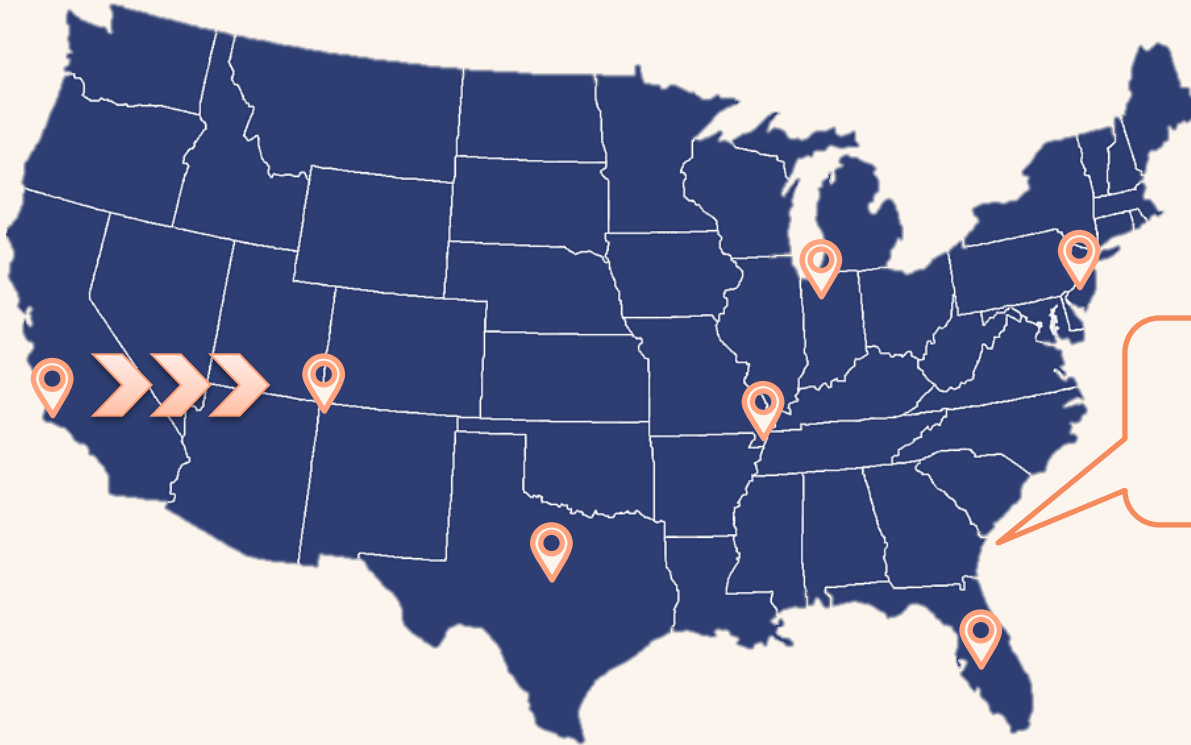
Care Home Partners

# Current EU Distribution Map



Current 4 Distribution Countries:  
PL > UK > BE > FR >

# Current USA Distribution Map



Current Distribution:  
7 Pharmacy Partners  
62 Medical Doctors





# AcalisCare is an international healthcare business

## One of PolySolubles Care Home Partners

### Experience

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We are experienced International Healthcare Operators utilising combined expertise to deliver improved delivery in all related areas to healthcare from operations, procurement, strategic planning, investment, technical medical products and pharmacy, to the establishment of robust real estate financing and investments.

### Origin

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We originate in Belgium where we are a major operator of care homes, however are the leading care operator in South America, and substantial presence in Turkey, and the Middle East. We are currently focussed on immediate large growth in the UK.

### International

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We are an international business with healthcare operations and investments across Europe, Middle East and Asia. Our team are a blend of international expertise originating in Belgium, UK, Canada, Middle East and Scotland.

### Benchmark

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We are establishing the benchmark for the best quality patient care in Hospital, Long-term care, Medical HomeCare and Rehabilitation.





Ronald Diennet

- 25+ years of experience in Poly-Pill Manufacturing and Patient Management.
- Founded The Diennet Pharmacy in Beverly Hills, CA, USA, Est., 1996
- Experience in the USA, Europe establishing pharmaceutical manufacturing units licensed in various jurisdictions.
- A Sales leader for Intercontinental trade of pharmaceutical products. With in depth knowledge of start up and SME's. Dedicated in the Healthcare sector to Quality and Ethics. A pragmatic and versatile MD Fluent in French and English and Polish.



Stephen Barbalaco

- International Executive with 25+ years' achievement in leadership roles across different business lines throughout Europe, US, Latin America, and Asia/Middle East.
- Held CEO and COO roles in Global Banks
- Highly effective team leader who brings to a changing regulatory environment first-hand operational experience overseeing risk management and compliance around the globe.
- Fluent in English, Italian, French, and Spanish.
- Holds MBA from the Thunderbird School of Global Management.



Lieven Baten

- An experienced and dedicated healthcare professional with a proven international track record. Throughout the years developed an in-depth experience in developing, operating and financing healthcare institutions (long term care, home healthcare and acute care) in the EMEIA region.
- Commercial Acumen, Geriatric Health Care Expert,
- Strong professional with Masters Degree in Gerontology, supported by a bachelor degree of occupational therapy and healthcare management.



**Po**  
PolySoluble

# PolySoluble.com

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