



## INVEST IN SEATTLE GUMMY COMPANY

# Delivering functional healthcare with gummies instead of pills

### LEAD INVESTOR



#### EpiMED LLC

It is truly an honor to join SGC's ownership group and help the company to change how people take medicine. We have been watching SGC's dramatic growth as the first gummy medicine company from the start to receiving the IND approval from FDA on the world's first gummy medicine. In the blink of eye, SGC has launched multiple lines of functional gummy products from the fastest acting highest loading caffeine Shots to Slumber Shots, the most effective non-drug sleep product on the market. SGC has demonstrated that any active pharmaceutical ingredient (API), such as caffeine, can be delivered by using its proprietary gummy platform. From the medical point of view, gummy medicine makes total sense. The oral mucosa is highly vascularized; drugs that are absorbed through the oral mucosal directly enter the systemic circulation, bypassing the gastrointestinal tract and first-pass metabolism in the liver. Using gummy medications, SGC can deliver pharmaceutical effects more effectively and efficiently. SGC is at the critical stage of conducting clinical trials for each gummy medication in compliance with FDA's rules. The list of pipeline medications/drugs seems to be endless. Every FDA approval marks a significant milestone to the society, to the financial success of SGC, and to the higher return for the

investors/shareholders. From the investment point of view, SGC got the technology, the trillion-dollar addressable markets, strong IP portfolio, multi-talented leader (Connie), strong operation team (Brad), and performance-driven sales team (Chris). We are very glad that SGC decided to open up a weFunder round so we have this opportunity to invest now. We look forward to enjoying potentially high financial returns while witnessing this first gummy medicine company to become a unicorn pharmaceutical company in the future.

**Invested \$10,000 this round**

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[seattlegummy.com](http://seattlegummy.com)

Seattle WA



Technology

Food

Retail

Female Founder

Api

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## Highlights

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Pill protestors rejoice, no more swallowing horse pill, no more sticky spilly syrup

- 2 Received the IND approval from FDA on the world first ever gummy medicine
  - 3 10+ gummy medicine developed, 5 in FDA approval process, and 16+ functional gummy products in stores
  - 4 70+ Patent filings with 40+ patents pending and 30 International Trademarks
  - 5 \$10M+ Raised from VC, PE and FOs; and R&D collaborations with Fortune500 partners
  - 6 Endless revenue generation: Functional Gummies, Gummy Medicine, IP licensing, R&D service
  - 7 Poised to address a \$1200B dollar global pharmaceutical market or TAM
  - 8 In 4500+ stores across US, e-commerce to all 50 States and in China with \$2.5M revenue to date
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## Our Team

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## Our Team



**Connie Wan** CEO & Founder

Named inventor on 200+ patent with "more degrees than a thermometer" sporting 5 professional degrees including a Ph.D. in Organic Chemistry, J.D. (Law) and Master in Medicine; Extensive experience in business, law, technology and consumer psychology.



SGC got started with a simple notion – just so kid can take medications. Young kids cannot swallow. Syrup is hard to measure and accurately dose. Then I found out that a large population of older folks can't swallow either. Actually, 30% of the adults in US have problems swallowing. We made gummy medicine just so people can take medications.



**Bradley Fitch** Director, Operation and Marketing

An operational wizard -- methodical, dogged, focused and extensively experienced as a creative operation strategist skilled at building growth opportunities, best-in-class marketing strategy, turning insights into action and plan into results.



**Chris Bailey** Director, Sales

A true "hunter" with proven track records in bringing in revenue, dramatically expanding sales channels, building performance driven sales organizations; extensively experienced in go-to-market strategic through B2B, B2C, retail and digital channels.



**Brenden Carlson** Director, Technology and Products

A "walking encyclopedia of polymer chemistry" --uniquely gifted in manipulating polymer properties in creative gummy matrixes and formulating performance-driven functional gummy™ products; Ph.D. in chemistry and named inventor on 100+ patents.



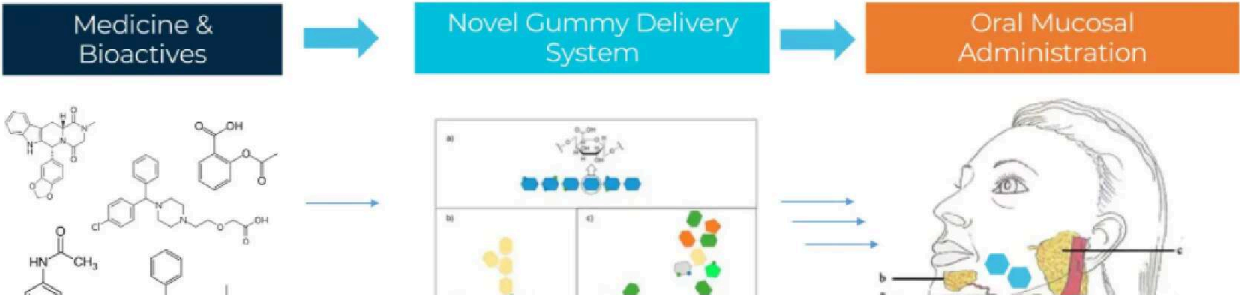
**Andy Wellman** Director, Business Development

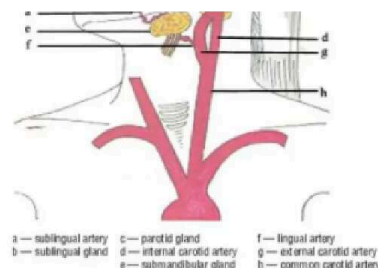
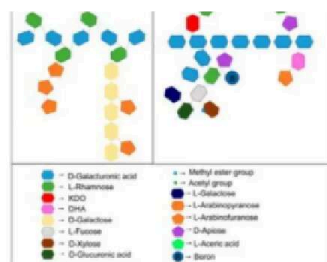
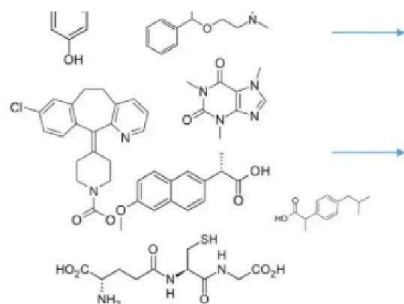
A lifelong "sales guy", with 30+ years experience in the Consumer Package Goods industry. Andy has worked with many major customers, including wholesalers, corporate grocery chains, mass-market, club and sports specialty stores in the United States,

# Pitch



## A GUMMY MEDICINE COMPANY...





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## WHY: JUST SO PEOPLE CAN TAKE MEDICINES...

**PROBLEM:** difficulty swallowing (dysphagia)

- ❑ Young children
- ❑ 22% of the people over 50 in US suffer from dysphagia
- ❑ 1 in every 17 adults in US suffer from dysphagia (swallowing difficulty)
- ❑ difficulty swallowing significantly reduces medication compliances

**SOLUTION:** SGC gummy drugs

- ☑ no more inaccurate dosing
- ☑ No more spilling
- ☑ No more gooey sticky syrup
- ☑ No more grinding pills
- ☑ Improved medication compliance
- ☑ Improved medication efficiency

Source:

<https://pubmed.ncbi.nlm.nih.gov/25193514/>

<https://www.asha.org/public/speech/swallowing/swallowing-disorders-in-adults/>

<https://www.asha.org/practice-portal/clinical-topics/pediatric-dysphagia/>



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## WHY: PEOPLE ARE ASKING FOR IT...

From: Marnie Peters



Melissa Robson • 3rd+

1d ...

From: svetlana Feofanova  
[svetlanafeofanova@gmail.com](mailto:svetlanafeofanova@gmail.com)

<marpet33@pki.net>

Subject: Technology

Message Body:

I really hope you are able to make gummies a viable drug solution. My grandson is autistic with taste, texture and smell issues. Giving him any medicine is almost impossible due to smell, taste etc. He has no issues with vitamins or melatonin in gummies. He loves gummies and being able to give him allergy relief and other things in that form would be amazing.

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This e-mail was sent from a contact form on Seattle Gummy Company (<http://seattlegummy.com>)



Learning and Development Manager...

I just found you while searching and scouring the internet for kids motrin in gummy form. How is that project coming? I can tell you, I'd pay double right now if they were on the market already! My 2 year old is recovering from a T and A and he won't take his pain meds. I can't stand holding him down and forcing a sticky syringe in his mouth in the middle of the night:(

Like Reply • 2 replies

Show 1 more reply



**Melissa Robson** • 3rd+ 10h ...  
Learning and Development Man...

[Jenny Fraas](#) he won't eat chewable either! I hav ...see more

<stecranova@yahoo.com>

Subject: Gummy medicine for special needs children

Message Body:

Hello, I am very excited to find your company. We have 2 children with Autism. One of them refuse to take any medication when he is sick. He loves gummies. A lot of families with special needs children will appreciate very much when your products will become available to us!!! Please let us know if there is anything we can do to speed up this process! Thank you.

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This e-mail was sent from a contact form on Seattle Gummy Company (<http://seattlegummy.com>)

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## WHY:LIFE IS A CYCLE...



### Pediatric market needs:

- Children lack gag reflex, cannot properly swallow
- there are over 49 million children younger than 12 – making up 15% of US population according to 2019 US census

### Geriatric market needs:

- As we get older, we lose gag reflex and cannot properly swallow
- There are over 54 million US residents 65 years and older – making up 16% of US population according to US census

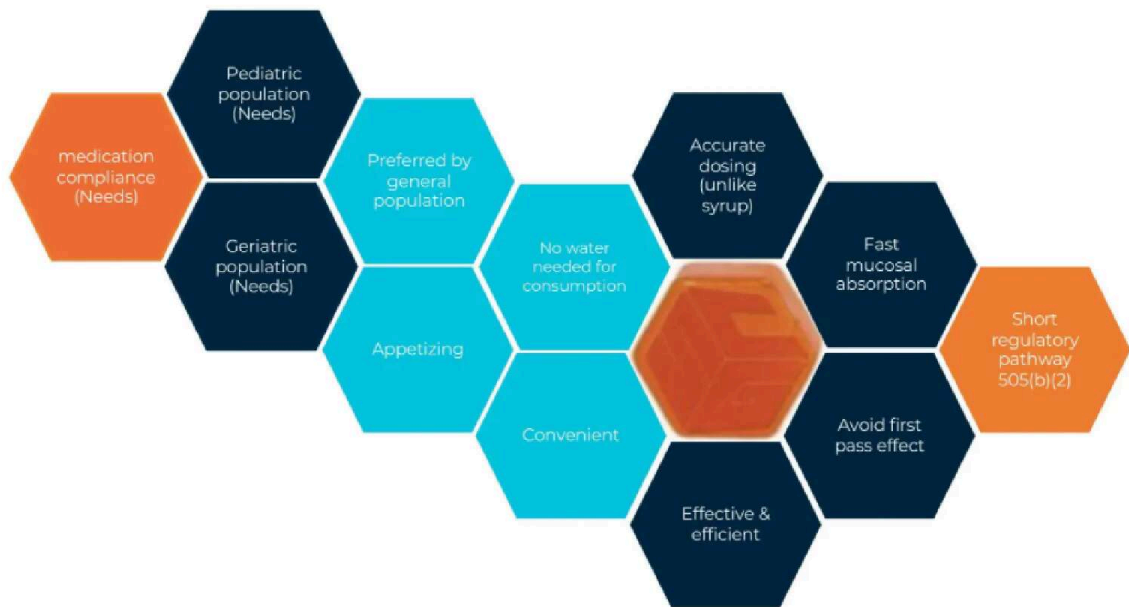
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# WHY GUMMY:

## FAST ABSORPTION + EFFECTIVE + CONVENIENT

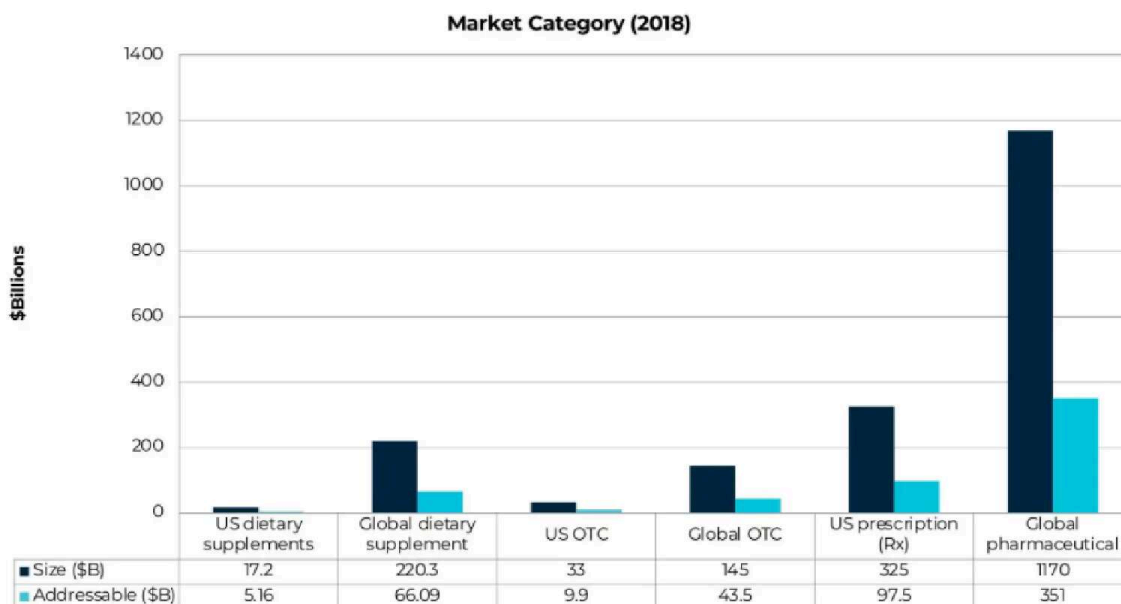


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# GUMMY MEDICINE:

## ASTRONOMICAL TOTAL ADDRESSABLE MARKET



7



## BUSINESS STATUS

### ✓ Revenue-generating: functional gummies

- Problem-solution focused functional gummies
- API-herbal medicine synergy
- [www.functionalgummy.com](http://www.functionalgummy.com)

### ✓ Revenue-generating: R&D and IP Licensing

- Gummy delivery platform technology
- R&D collaboration and partnership
- [www.seattlegummy.com](http://www.seattlegummy.com)

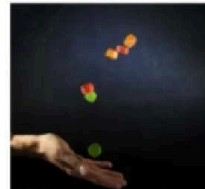
### ○ Pre-revenue: gummy medicine

- Therapeutic gummies: OTC and Rx
- FDA505(b)(2) new drugs
- [www.gummymedicine.com](http://www.gummymedicine.com)

Active  
Pharmaceutic  
al Ingredients  
(APIs)



Innovative  
oral mucosal  
delivery  
platform



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## COMPANY STRUCTURE:

VERTICALLY INTEGRATED WITH COMPLETE VALUE CHAIN CONTRL



Immune  
Health

TCM

Skincare

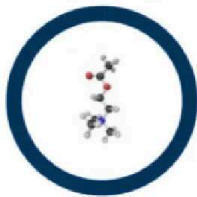
Anti-  
aging

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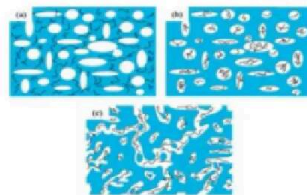
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## SGC TECHNOLOGY TOOLBOX:

API-Complexing  
Technology



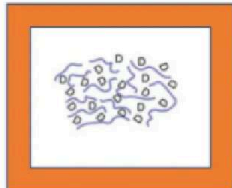
GummEx™ Extended  
Chewable Technology



API-herbal Medicine  
Synergy



Gummy Matrix  
Stabilizer Technology



FunctionalGel™  
Thin Film Delivery



Trulinos®



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## SGC TECHNOLOGY TOOLBOX:

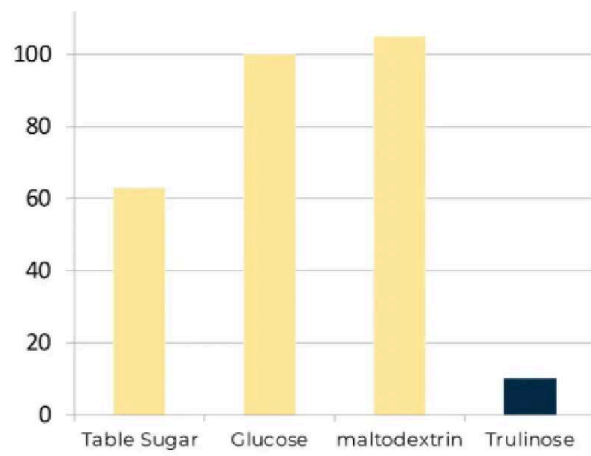
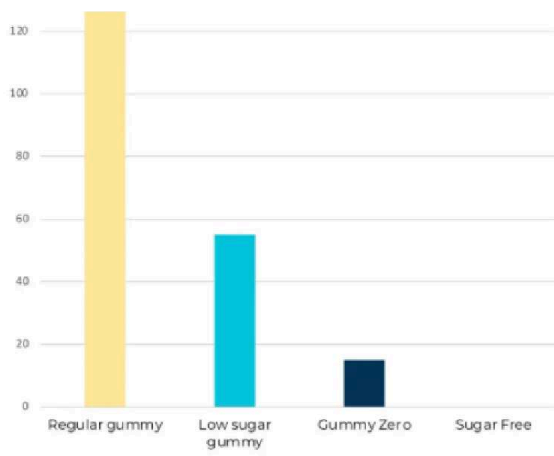
LOW SUGAR, SUGAR FREE, GUMMY ZERO®, TRULINOS®

Glycemic Index

Glycemic Index

140

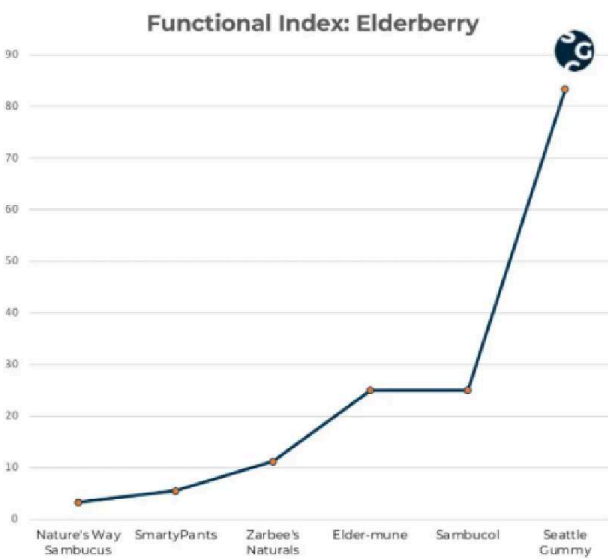
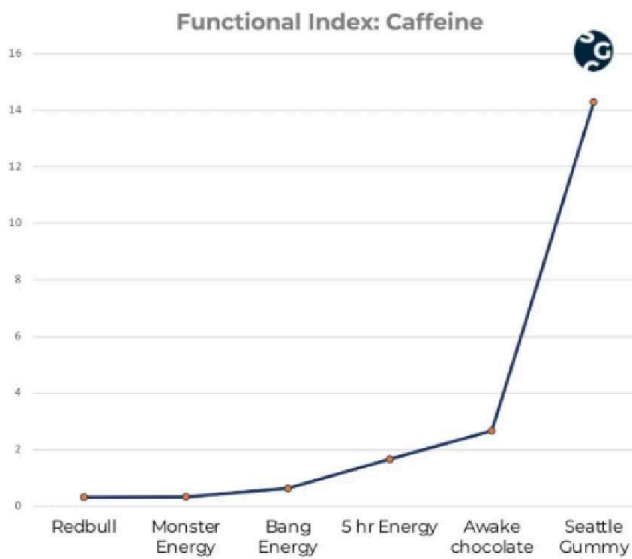
120



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## SGC TECHNOLOGY TOOLBOX: FUNCTIONAL INDEX



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# IP PORTFOLIO: PATENTS & TRADEMARKS

## Patent Portfolio:

- 70+ patent filings with 40+ patents pending

## Trademarks: 28+

- US
- China

## Claims:

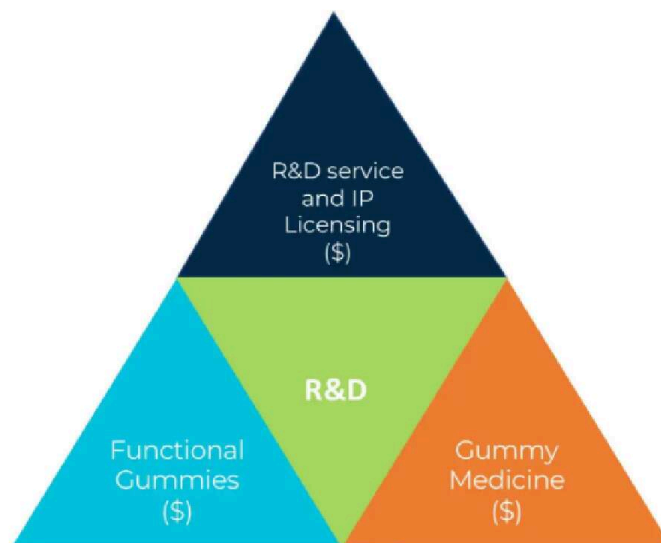
- Trulinos®
- Gummy Zero® matrix
- GummEx™ matrix
- Sugar free matrix
- API-complexing technology
- Gummy drugs
- Functional gummies



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## REVENUE GENERATION: THREE INCOME STREAMS POWERED BY R&D



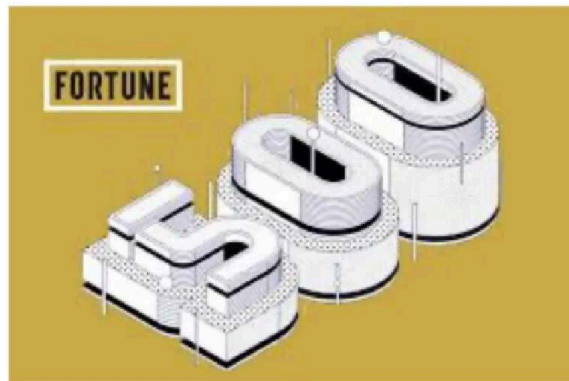
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## REVENUE GENERATION: R&D COLLABORATION & IP LICENSING

### R&D COLLABORATION



### FORTUNE 500 PARTNERS

- New product development
- New market expansion
- Intellectual property creation
- Intellectual property licensing

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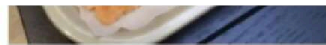
## REVENUE GENERATION: PRODUCTS SALES

- **Functional Gummies**  
(functionalgummy.com)



- **Gummy Medicine**  
(gummydrug.com)





## PRODUCT PORTFORLIO: FUNCTIONAL GUMMY



## PRODUCT PORTFORLIO: GUMMY MEDICINE





## **GUMMY MEDICINE: CETERIC™ ALLERGY GUMMY**

- API: cetirizine HCl (Zyrtec)
- IND 140312: Approved
- Indications:
  - Fast relieve allergy symptom including water eyes, runny nose, itching eyes and nose, hives and itching
- ClinicalTrials.gov
  - Identifier: NCT04071821



# GUMMY MEDICINE: DALAFIL™ ED GUMMY

- API: Tadalafil (Cialis)
- IND 147979: in preparation
- Indications:
  - Erectile dysfunction (ED)
  - Pulmonary arterial hypertension (PAH)
- ClinicalTrials.gov
  - Identifier: NCT04762082



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## FUNCTIONAL GUMMIES DIGITAL SALES



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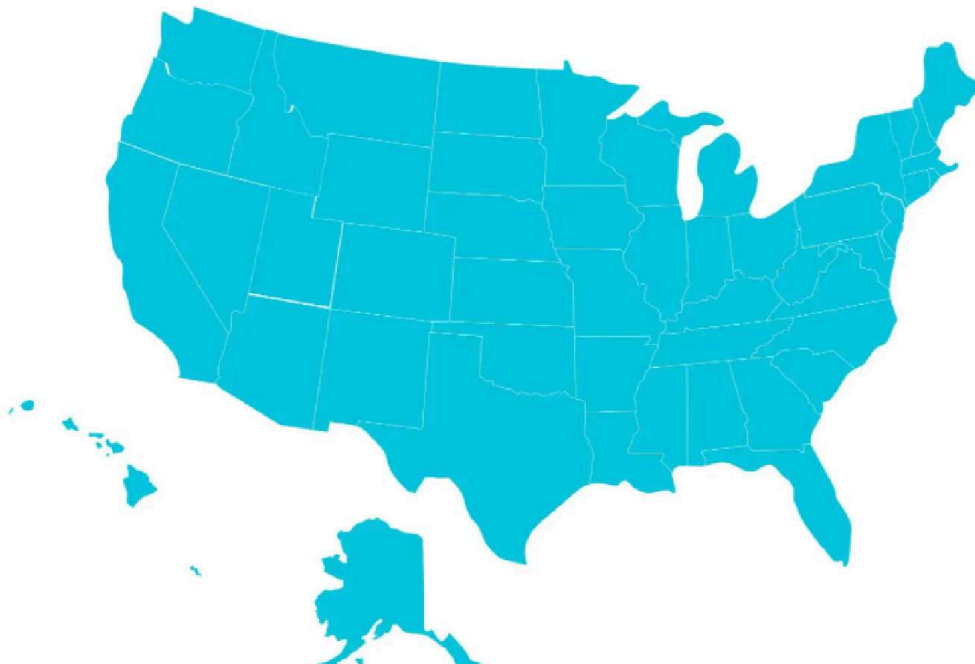
## ECOMMERCE CHANNELS



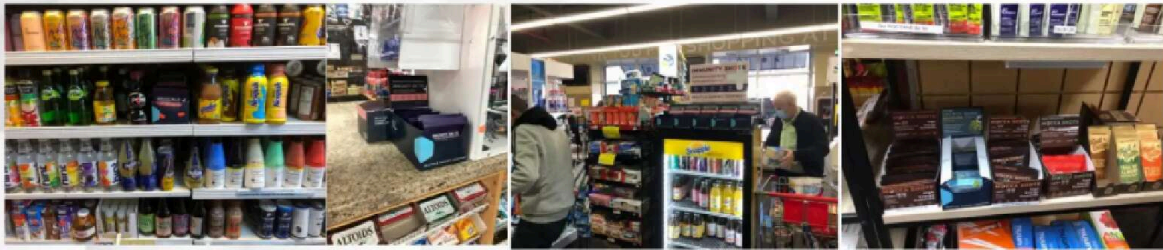
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## ECOMMERCE SALES: ALL 50 STATES



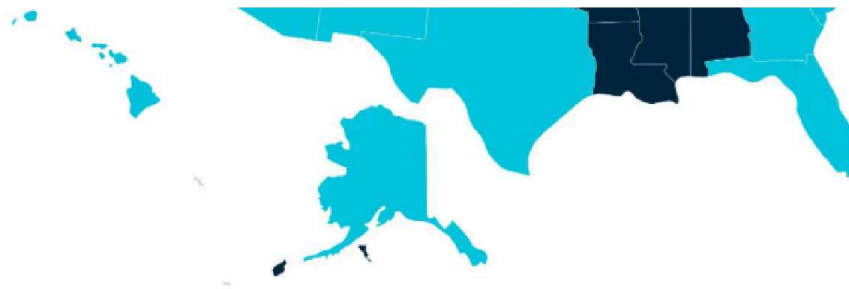
# FUNCTIONAL GUMMIES RETAIL SALES



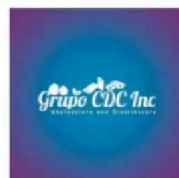
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**POINTS OF SALES: 4500+ STORES 30 STATES**





## WHOLESALE CHANNELS



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## INTERNATIONAL SALES: CHINA





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## INTERNATIONAL SALES: SINGAPORE

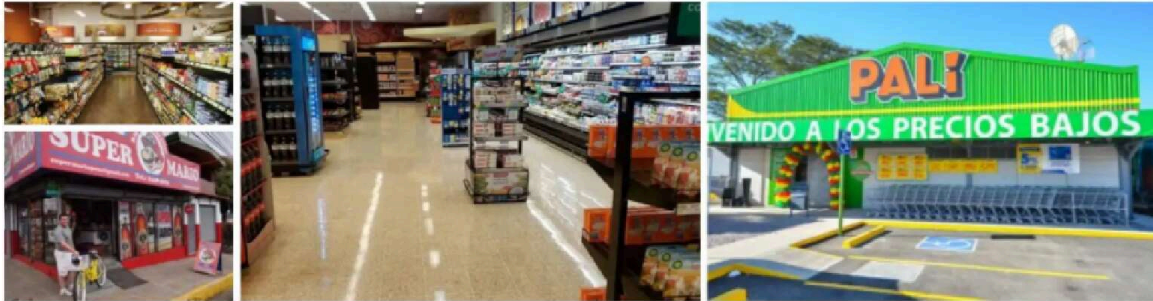


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# INTERNATIONAL SALES: COSTA RICA



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# INTERNATIONAL SALES: ICELAND



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## CONNIE WAN PH.D. J.D. FOUNDER & CEO

Serial entrepreneur: Seattle Gummy Company (CEO/Founder)  
Benemilk Ltd. (CTO/CIPO)  
Scyan Electronics (Co-founder)  
Thermopeutics (Co-Founder, CTO)

Business: **INTELLECTUAL  
VENTURES®**



WaterStone  
源石资产

Research: **UW Medicine**  
SCHOOL OF MEDICINE



Legal:



Daiichi-Sankyo



OMEROS



immunex

Washington State Patent Law Association, past-President  
Washington State Bar Association, IP Executive

Education: J.D., University of Washington Law School  
Ph.D. M.S., Organic Chemistry, Clark University  
Master of Medicine, B.S. (Pharmacy), Peking University

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## TEAM

- **R&D:** Brenden Carlson Ph.D.
- **FDA Regulatory:** Albert Yehhaskel M.S.
- **FDA Advisor:** Tom Xie Ph.D. (Brightech Intl. Founder)
- **Operations & Marketing:** Brad Fitch MBA
- **Sales:** Chris Bailey MBA
- **BD:** Andy Wellman
- **China market:** Kelly Wei MBA
- **Accounting:** Kristin Nutt

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SEATTLE  
GUMMY  
COMPANY

JOIN US

C

G

