



# Pressure BioSciences, Inc.

Ticker: **PBIO** (OTCQB)

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## Corporate Profile

As of February 6, 2018

Pressure BioSciences, Inc. (OTCQB: PBIO) (PBI) is a medical research products, device, and technology company. PBI, based in South Easton, Massachusetts, serves academic and government laboratories, as well as biotechnology, pharmaceutical, and other life sciences companies. PBI develops, markets, and sells proprietary laboratory instrumentation and associated consumables to the estimated \$6 billion life sciences sample preparation market. PBI has installed approximately 300 sample preparation systems in approximately 175 sites worldwide. The Company's products are based on the unique properties of both constant and alternating hydrostatic pressure (pressure cycling technology, or PCT). The Company's primary sales focus is in the biomarker discovery and forensics sciences areas. The Company has products that can be used in other areas as well, such as drug discovery & design, bio-therapeutics characterization, soil & plant biology, vaccine development, histology, and counter-bioterror applications.

PBI has developed and patented a cutting-edge technology platform that can more accurately enable sample preparation, a critical process performed by thousands of scientists each day, which includes a wide range of activities that precede many forms of scientific analysis. PBI's products harness the unique properties of thermodynamics for life science research laboratories. Sample preparation processes play a major role in biological research. With an estimated 500,000 scientists in over 80,000 research laboratories worldwide, PBI's products could offer solutions for many scientists who are seeking ways to enhance the preparation of their samples prior to analyzing them, in order to achieve higher quality results. The PBI technology platforms are based on constant (i.e., static) and alternating (i.e., PCT) hydrostatic pressure; if used properly, pressure can help control the actions of molecules in biological samples, which can then have significant positive effects on scientific research studies. The Company offers products such as Barocyler Instruments, the Shredder System, and Consumables (PULSE and Micro Tubes). PBI holds 15 patents covering multiple applications of PCT that offer significant advantages over competitive methods used to prepare samples for research evaluation. It also has filed for a number of additional patents worldwide; PBI has also recently redesigned and updated its software for their 2320 EXT instrument to "GMP Compliance" (see below).

One of the major accomplishments last year was the redesign and improvement of their products and technology. Additionally, PBI has significantly expanded their sales and marketing capabilities. Earlier in 2017, PBI operated with just two domestic sales reps, yet it was still able to grow the company on such limited staffing. Recently, PBI has hired four more domestic sales reps, now operating with six sales positions, which should enable it to grow significantly in 2018. Last year the Company contracted with EKG Sales Associates, a life sciences lead generation service that has spent over 20 years developing their contact database with over 50,000 scientists and individuals from the life sciences field. PBI has also developed a global marketing strategy, utilizing their relationships with various distributors to market its products in Europe and China. PBI continues its marketing efforts with its two-year co-marketing agreement, that launched in 2016, with its large strategic partner named SCIEIX, a global leader in life sciences analytical technologies and a wholly-owned subsidiary of the Danaher Corporation (NYSE: DHR). PBIO also has increased its distributors by adding I&L Biosystems, exclusive agent for Western Europe, and with Powertech, exclusive agent for China. PBI recently completed the acquisition of all assets of BaroFold, Inc. Among the assets acquired were all patents, equipment, and intellectual property relating to BaroFold's PreEMT™ high-pressure protein refolding and disaggregation technology. This patented technology employs high pressure for refolding of recombinant proteins into their native structures for desired pharmacological activity. With the Company's proven ability to develop and commercialize effective high-pressure technology solutions, grow its worldwide customer base, and recent expanded sales force, PBIO should increase the reach of BaroFold's technologies into many new research laboratories and biopharmaceutical companies, increasing sales.

Alexander Lazarev, Ph.D., VP of R&D for PBI, commented, "This acquisition will significantly increase PBI's IP estate in high-pressure technologies with the addition of eight issued and several pending patents. These patents give us freedom to operate in several important areas for biologics research and manufacturing: protein folding, re-folding, and disaggregation. They also provide us the right to grant licenses to third parties to practice the PreEMT and other technologies in both research laboratories and in biopharmaceutical manufacturing, the latter being a very large and rapidly growing field."

Barocyler™ 2320 EXT



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Sector: Healthcare  
 Industry: Medical Devices & Technology

Website: [www.pressurebiosciences.com](http://www.pressurebiosciences.com)

### Key Statistics

Price 02/06/2018	3.95
52 Week High	11.40
52 Week Low	0.70
Avg. Vol (30day)	2,994
Beta	2.18
Market Cap (Interday)	4.59
Price/Sales (TTM)	2.13
Insider Ownership (%)	7.65%
Shares Outstanding (M)	1.31
Float (M)	1.07
EPS(9m)	-7.28

Source: OTC Markets / Yahoo Finance

### Recent 2017 Years Highlights

- December 20, 2017 PBI announced an updated/redesigned software program for its Barocyler 2320EXT instrument. This enhancement makes the 2320EXT one of the few Good Manufacturing Practices ("GMP") compliant, computer-controlled, sample preparation systems available in the global life sciences industry.
- December 13, 2017, PBI announced the acquisition of all assets of BaroFold, Inc. Among the assets acquired were all patents, equipment, and intellectual property relating to BaroFold's PreEMT™ high-pressure protein refolding technology.
- November 14, 2017, PBI announced record total revenues of \$646,061 for the third quarter, an increase of 21% over the prior year. The product and service revenues increased by 21% over the same period of the prior year.
- November 1, 2017, PBI announced that Professor Tiannan Guo's Laboratory at Westlake Institute for Advanced Study was named the first PBI center of excellence in China. PBI also has an exclusive distributor in China - Powertech.
- June 2, 2017, PBI announced that its one-for-thirty-reverse stock split became effective. The stock split was intended to increase the per share trading price of common stock.

### Corporate Contact Information

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Early last year, PBI released its compact bench top instrument - the "next generation" Barocycler 2320EXTREME. This updated instrument offers many features and benefits not found in its predecessor, including data logging options, user-level security, computer-operated control with touch screen programming, and the ability to customize multiple pressure cycling parameters.

PBI's Next Generation Ultra-Shear Technology



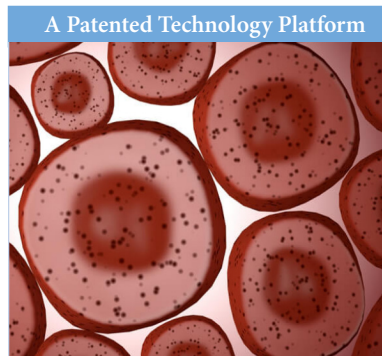
PBI recently had some high level recognition via one of its Barocycler 2320EXT scientific users, Dr. Ruedi Aebersold. Dr. Aebersold, Professor of Systems Biology at the Institute of Molecular Systems Biology in Zurich Switzerland, received the prestigious Karger Medal from the Barnett Institute of Chemical and Biological Analysis.

On June 5, 2017, PBI's common stock underwent a one-for-thirty reverse split. Since then, the Company's stock price has ranged between \$3 and \$6 dollars. The shares underlying the Company's outstanding convertible securities were also adjusted accordingly.

2017 was a continued growth year for PBI. The Company has seen total revenue increase 20.7% to \$646,061 for Q3 2017 as compared to \$535,334 for Q3 2016. Third quarter product and service revenue increased by 21%, consumable sales increased by 158% and grant revenue increased by 23%.

The Company plans for rapid growth in 2018, stemming from its enhanced product technology and the significant addition to its sales and marketing efforts. With the new improved products, enhanced software and global marketing initiatives, the Company is well positioned for rapid growth.

Table with 12 columns: Income Statement, Balance Sheet, Cash Flow Statement. Rows include Revenue, Gross Profit, Operating Loss, Net Loss, Cash & cash equivalents, Total Assets, Total Liabilities, Total Shareholder's Equity, Operating Cash Flow, Investing Cash Flow, Financing Cash Flow, Cash at end of period.



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