

Concordance

Next-gen probiotics to transform health.

HQ: The Engine
Boston, MA



The drugs and toxins you ingest every day damage your body



PAIN RELIEVERS (NSAIDs)

30–50%

of regular users develop **gut lesions**

Multiple GI reviews, endoscopic studies



PLASTICS

4.5X

higher risk of **heart attack, stroke, or death** with plastic in artery plaque

Marfella et al., NEJM, 2024



PESTICIDES

264

distinct pesticides and by-products on U.S. produce.

Environmental Working Group, 2026



Platform: We engineer probiotic products to protect the body



Protects gut from drug



Degrades plastic



Degrades pesticides on produce



Major Health Challenges

Engineer Probiotic to Solve Challenge

Mass-Market Health Products



1st problem we solve: Arthritis patients need NSAIDs but gut damage is major side effect

30M

U.S. daily users

58M

NSAID prescriptions in U.S.



60M

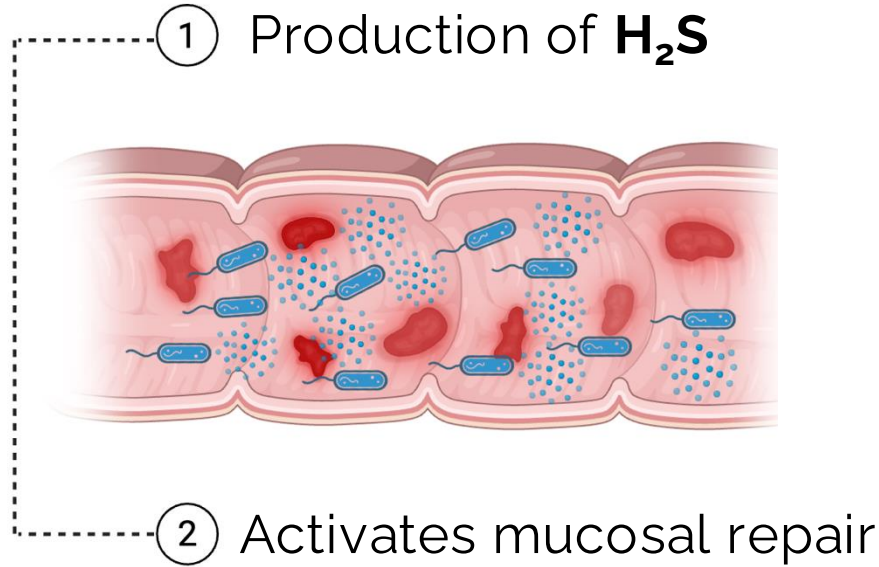
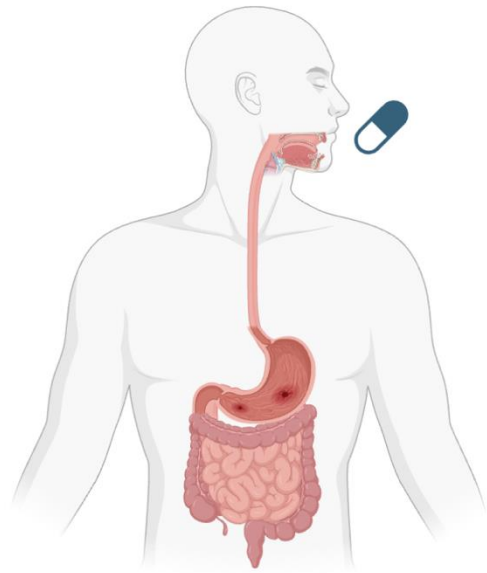
Arthritis patients - #1 NSAID users

33%

NSAID users get leaky gut & ulcers



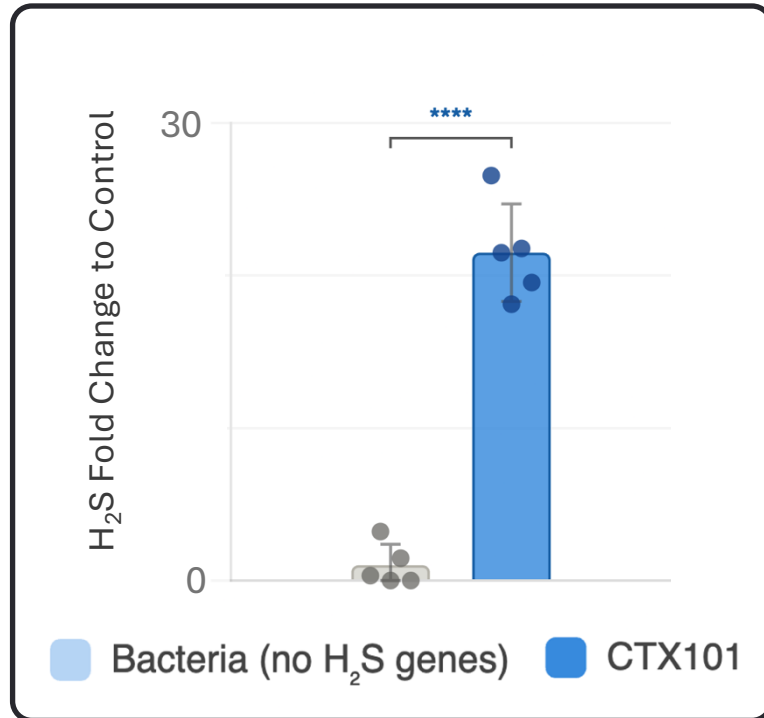
1st product protects gut from NSAIDs — patients manage pain without gut side effects



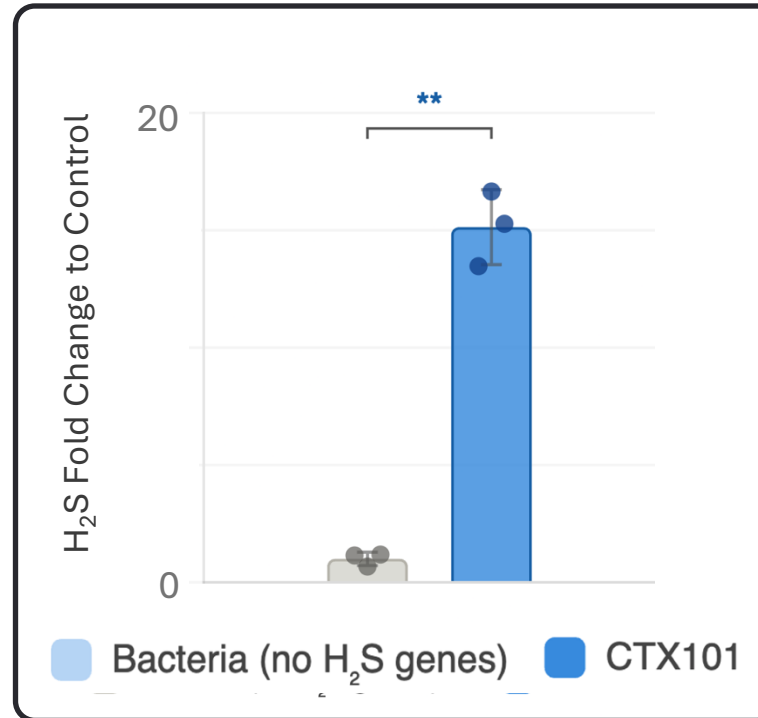
Solution for **30M+ users**
taking NSAIDs

1st product delivers H₂S to protect gut from NSAIDs

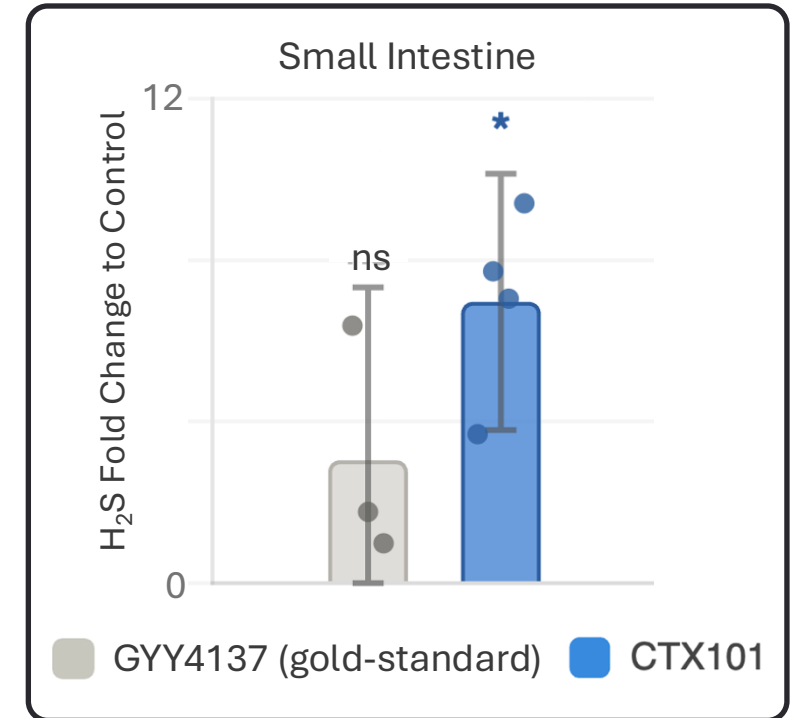
Human feces



Human gut-on-chips



Mice



NIH SBIR in diligence, pending \$356,000 grant for additional NSAID studies



Concordance holds IP option and finalizing license terms with Northeastern

- Composition of matter patents
- Protects function & formulation: engineered bacteria + L-cysteine + acid-neutralization agent

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CPC

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C12N 9/1029 C12N 9/1085 C12N 9/93

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Title

[EN] METHODS TO MODULATE IN VIVO LEVELS OF HYDROGEN SULFIDE BY ENGINEERED ORGANISMS

[FR] PROCÉDÉS POUR MODULATION DE NIVEAUX IN VIVO DE SULFURE D'HYDROGÈNE PAR DES ORGANISMES MODIFIÉS

Abstract

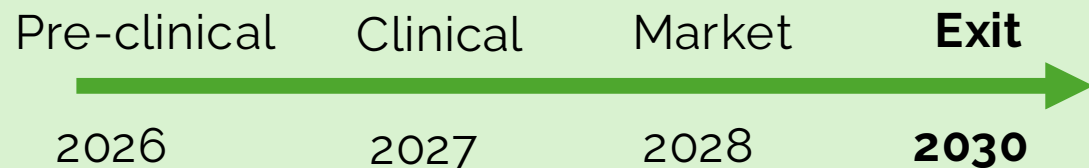
[EN] Provided are microorganisms, systems and methods for modulating H₂S. In certain aspects, the present disclosure provides genetically engineered microorganisms capable of consuming H₂S, converting H₂S to L-cysteine, L-cysteine to glutathione, or to persulfides, polysulfides, or sulfur clusters. In certain aspects, the present disclosure provides genetically engineered microorganisms capable of producing H₂S, degrading glutathione to L-cysteine and H₂S, or reducing sulfite to H₂S. In certain aspects, the present disclosure provides genetically engineered microorganisms capable of sensing environmental cues associated with a disease states and turning on H₂S consumption pathways.

[FR] L'invention concerne des micro-organismes, des systèmes et des procédés de modulation de H₂S. Dans certains aspects, la présente divulgation concerne des micro-organismes génétiquement modifiés capables de consommer du H₂S, de convertir le H₂S en L-cystéine, la L-cystéine en glutathion, ou en persulfures, polysulfures ou agrégats de soufre. Dans certains aspects, la présente divulgation concerne des micro-organismes génétiquement modifiés capables de produire du H₂S, de dégrader le glutathion en L-cystéine et H₂S, ou de réduire le sulfite en H₂S. Dans certains aspects, la présente divulgation concerne des micro-organismes génétiquement modifiés capables de détecter des signaux environnementaux associés à un état pathologique et d'activer des voies de consommation de H₂S.



Probiotics: **100x cheaper, 5x faster than drugs. Quick exit potential.**

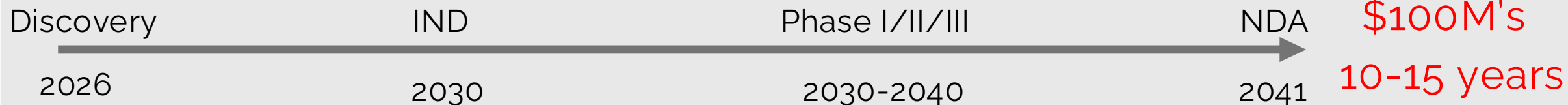
Probiotics: \$4M & 2 years to market



Former CEO Solarea Bio.
Launched commercial probiotic

Gerardo Toledo, Ph.D.
Commercial Advisor

Drug Development





We interviewed >100 customers: they want a holistic product to protect their gut from NSAIDs



Interviews
through NSF I-Corps



*"We want a **product like this in our portfolio.**"*
- Oscar, Head of Sales at Top 3 Supplement Brand



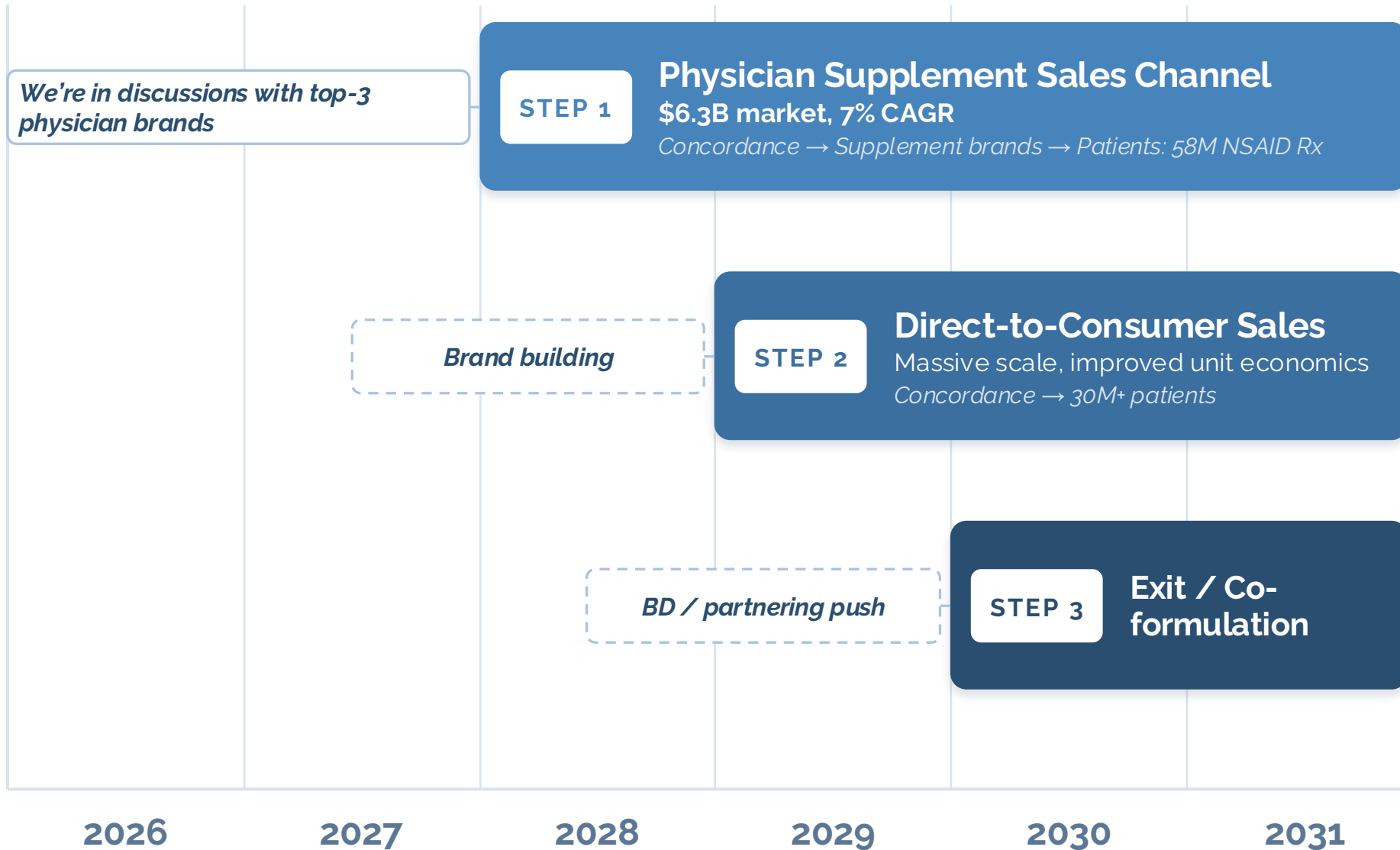
*"I've had **NSAID-stomach bleeds but still need them for arthritis.** I want a **holistic product to protect my gut.**"*
- Andrea, Arthritis patient and NSAID user



"Patients don't want to use the standard drugs to protect their gut from NSAIDs"
- Jen, Functional Medicine Practitioner



Commercial roadmap: physician sales to patients on NSAIDs → D2C scaling → exit



D2C UNIT ECONOMICS

COGS **\$10**

Retail price **\$60-80**

Gross margin **>80%**

Strategic acquirers

Bayer · Nestlé · Danone

Haleon · dsm-firmenich



Market: millions of NSAID users spend over \$80/month on supplements

TAM

Target customer: NSAID users who spend >\$80/month on supplements

3.9M consumers* = **\$3.7B**

* \$80/month price based on market comps

SAM

...who also has gut side effects from NSAID use

1.29M consumers = **\$1.24B**

SOM

...who also has arthritis (#1 user of NSAIDs)

890k consumers = **\$854M**



Why now: **next-gen probiotics are booming**, our product aligns with consumer demand

*We aim to capture portion of the **\$3B in new market value created by 2031** (U.S. probiotic market, 7% CAGR)*

\$200M annual revenue

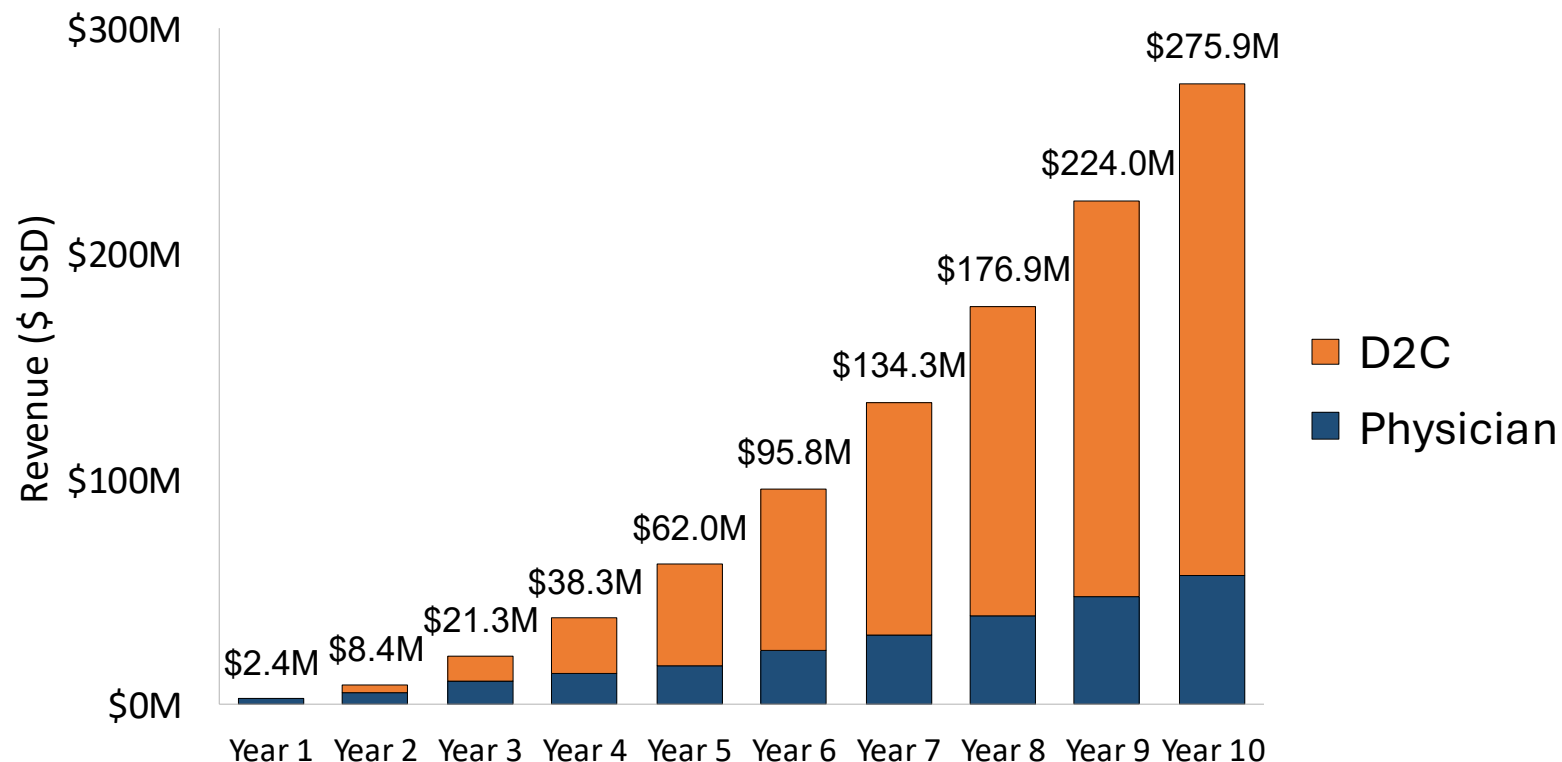


~\$50M annual revenue

113% CAGR (2021-2025)



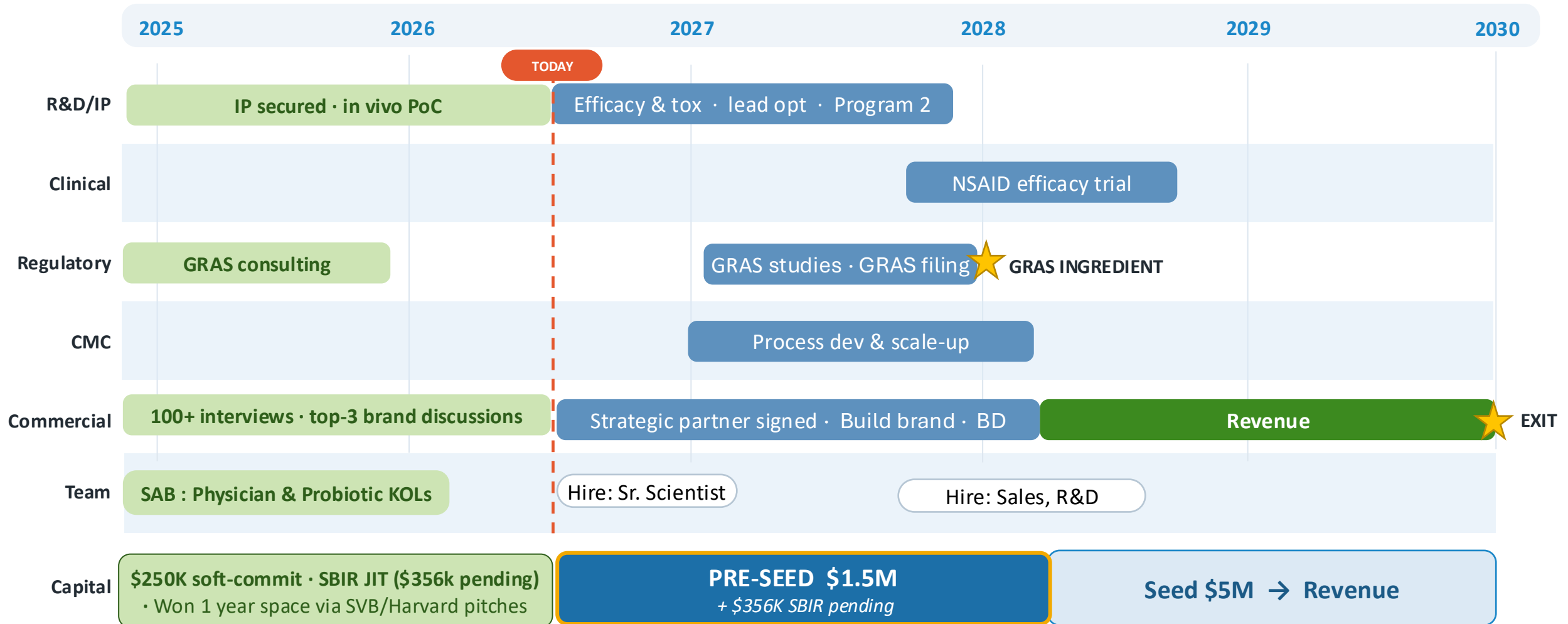
1st Product Pro Forma (Physician + D2C Channels)





Raising \$1.5M pre-seed to bring NSAID probiotic into humans

Pre-seed completes preclinical + GRAS approval — unlocks \$5M Seed for human trials and revenue





Team developed platform and has commercial expertise to launch blockbuster products

LEADERSHIP



Justin Hayes, Ph.D.
CEO

**Entrepreneur, developed
core tech** during Ph.D.



Andrew Zorn
Head of Commercial

**Commercial sales & business
development. 2nd time
founder.** Co-founder.



ADVISORS



**CEO, launched
commercial
probiotic**

Gerardo Toledo, Ph.D.
Commercial Advisor



**World-renowned
gastroenterologist**

Mark Pimentel, M.D.
Clinical Advisor



**PI & Co-
founder**

Ben Woolston, Ph.D.
Scientific Advisor



**PI & Co-
founder**

Ryan Koppes, Ph.D.
Scientific Advisor



Toxins are everywhere. Concordance's probiotic products protect you

