

Hepatiq, Inc.

Creator of HEPATIQ® - The Ultimate Liver Test®

MARKET: Chronic liver disease affects about 1 billion people worldwide. About 32,000 people die each year from it in the USA. The liver diagnostics market is \$12 billion/year globally and growing 12% annually. Potential customers for HEPATIQ are about 30,000 hospitals and imaging centers worldwide.

PROBLEM: Liver tests on the market now estimate the extent of fibrosis, missing the compensation of fibrosis damage by liver regeneration and increased blood flow to functioning tissue. HEPATIQ quantifies remaining liver function thus improving prediction of liver disease outcomes. To use a car analogy, other tests estimate the air in the gas tank. HEPATIQ measures the gas in the gas tank.

SOLUTION: HEPATIQ uses software to provide six indices of liver disease from a 20 minute low dose SPECT scan. It also provides a **physiologic stage:** H0 (normal) to H5 (transplant candidate). When fibrosis tests reach the “*what now?*” point, HEPATIQ provides more insight.

RESEARCH: HEPATIQ indices were proven to predict outcomes in the 8-year multi-center HALT-C trial and outperformed fibrosis tests. There are a total of 28 publications on the benefits of HEPATIQ.

INTELLECTUAL PROPERTY: 6 USA patents, 5 foreign patents, and 12 trademarks.

REGULATORY: HEPATIQ is FDA cleared and the only quantitative liver function product on the market.



CUSTOMERS: Radiologists use HEPATIQ to provide better diagnostics to clinical physicians while boosting hospital revenues. HEPATIQ is pure software and uses existing SPECT scanners and radioisotope. No capital investment is needed by the hospital. The hospital is reimbursed for the scan by insurance. Medicare pays about \$1,400 per scan (private insurance more). We charge the hospital \$95 for each HEPATIQ report. We are now promoting the product directly to physicians at medical conferences and seeking to scale up marketing and sales.

DIAGNOSIS: Hepatologists, gastroenterologists and internists currently manage liver disease using **fibrosis stage:** F0 (normal) to F4 (cirrhosis), which provides a partial view. An F4 or F3 patient may be H0 or H1 and may remain stable for years. On the other hand, another F4 or F3 patient may be H2 or H3 and at risk of liver decompensation. HEPATIQ can determine the liver’s physiologic stage and provide quantitative information on liver health.

THERAPY: Oncologists, interventionists and surgeons treat liver cancer to improve survival. Patients with compensated cirrhosis and large liver functional reserve can receive the most radical cancer treatment. More individualized assessment is needed for patients with poorer functional reserve. HEPATIQ can be used to assess liver functional reserve before an intervention or surgery.

TURNING POINT: Originally only blood tests and biopsies were available. Both estimate fibrosis. Elastography, which also estimates fibrosis, first appeared in 2003 and has become ubiquitous. But, given the limitations of fibrosis measurements, and quantitative liver function now available with HEPATIQ, we are at a turning point in liver disease management. Contact us for more information.

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