

**SonoCure**  
 Chandra Karunakaran  
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**Industry:** Medical Device

**Management:**

Chandra Karunakaran, PhD (Ultrasound), CEO  
 Chandan Guha, MD, PhD (Radiation Oncology), Founder, CSO

**Board:**

Currently seeking commercial experts in ultrasound therapy and immunology

**Scientific Advisory Board:**

Chris Daft, PhD, Principal, River Sonic Solutions  
 John Ballard, PhD, President, DSI Inc. Currently seeking Key Opinion Leaders in radiation oncology and cancer pharmaceuticals

**Number of Employees: 7**

**Finance:**

Accounting: Ravi Kathirithamby, Albert Einstein College of Medicine  
 Auditor: TBD

**Funding to Date:**

Montefiore Seed Fund: \$4.0M  
 Phillips: \$750K

**Financing Sought: \$8.0M**

For: Development of clinical proof of concept device, Clinical trials (Operating expenses, Legal)

**Legal:**

IP: 2 Patents assigned to Albert Einstein College of Medicine  
 Other: TBD

**Business description / Company Background:**

SonoCure is a first of its kind ultrasound based immune priming company developing cancer neoadjuvant therapy that increases efficacy of current treatments. Our initial focus is geared towards solutions for Soft Tissue Sarcoma.

Dr. Chandan Guha found that reducing the ultrasound energy of ablation systems to sub-ablative levels can create a mild insult to the tumor and create strong, sustained, systemic immune response against the cancer cells. The research has since been patented at Albert Einstein College of Medicine. Our goal is to create cancer survivor stories.

**Market Opportunity / Unmet Need:**

Current standard of care (chemotherapy) for soft-tissue sarcoma (STS) yields very low survival/response rates (12%-15%) and is highly toxic to the patients. There exists an immediate need for alternatives to increase response rate while reducing toxicity that can serve as next line of care for STS.

**Products / Services – Launched & Pipeline:**

SonoCure’s acoustic priming therapy device uses ultrasound energy to prime the patient’s immune system and acts in synergy with chemotherapy and radiation to triple survival rates (12% to 40%), reduce metastases (60% to 22%) while reducing toxicity.

- Preclinical POC device (in use)
- Clinical MVP for human use in soft tissue sarcoma (pending)
- Clinical device for human melanoma, breast, prostate cancers (pending)

**Commercial / Technical Milestones:**

- IND filing- use preclinical data to file IND (2022 Q2)
- Safety & Efficacy study- clinical studies in dog sarcoma patients to be leveraged to find strategic partners (2023 Q1)
- Clinical MVP unit- POC device for clinical trial (2023 Q3)
- Human clinical trials- safety and efficacy clinical trials (2024 Q1)
- FDA approval for sarcoma clinical unit (2025 Q4)

**Competition / Competitive Advantages / Customer Benefits:**

No commercial devices exist in the market for immune priming. Our closest indirect competitors are makers of High Intensity Focused Ultrasound (HIFU) devices such as Insightec, Theraclion and EDAP TMS. Market leader EDAP TMS sold €45M (\$54M) worth of devices in 2019. HIFU devices only target primary tumor control, while we offer metastatic control and higher survival rates in addition to primary tumor control. HIFU devices market is currently worth ~\$417M market and expected to grow to ~\$675M by 2025.

**Financial Projections (Unaudited):**

Year 1 (2025) revenue is assumed to be 5% of HIFU market in 2025. A 5-7% annual growth rate and an average 40% gross margin have been estimated based on comparable HIFU companies.

Year	2025	2026	2027	2028	2029
Revenue (in M)	\$33.7	35.39	37.51	39.95	42.74
Revenue Growth		5%	6%	6.5%	7%
Gross Profit (in M)	\$11.8	\$13.09	\$15	\$16.78	\$19.23
Gross Margin %	35%	37%	40%	42%	45%