

ART OF THE KILL

UV INACTIVATION FOR RAPID RESPONSE

Investment Brief

The Company

RoLink Biotechnology is a Hungarian startup founded by two young medical doctors of the National Laboratory of Virology transforming pandemic preparedness with a proprietary **UV-inactivation technology** that renders viruses non-infectious while **preserving 100%** of their structure. This enables safer, faster, and more cost-effective R&D, diagnostics, and vaccine development—cutting OPEX by up to **90%**. Operating in the same team and partnership with **Central Europe’s only university-based BSL-4 lab**, RoLink combines startup agility with top-tier infrastructure. Integrated into **EDF rapid response programs**, RoLink is led by founders Dr. Roland Hetényi and Dr. Dániel Hanna (former medical school classmates) experts in virology, and vaccine development, and purification, successful history of clinical study, backed by an **ex-BCG consultant**, an IP expert, and national biodefense experts.

Market Opportunity (assessed by the Donaldson company Univercells)

The global viral inactivation market is projected to grow from **\$564M (2023)** to **\$1B (2028)** at a **12.7% CAGR**. RoLink targets a broader \$94.9B adjacent market spanning:

- **Vaccine Development** – \$63.2B
- **Diagnostics** – \$21.3B
- **Virology Research** – \$5.6B
- **Biotech & Pharma** – \$4.8B

RoLink’s **UV inactivation** preserves viral surface markers and genetic material—unlike chemical or heat inactivation—unlocking safer, more scalable solutions across R&D, diagnostics, and biodefense. Animal vaccine production yields can increase **to 99%**, and biosafety costs are reduced by **70% in BSL-3 and 90% in BSL-4 environments**.

Technology & Product

RoLink produces purified **UV-inactivated virus suspensions** with intact proteins and nucleic acids, ideal for immunology, diagnostics, and vaccine R&D.

- Target viruses: **SARS-CoV-2, Influenza, Zika**, and emerging threats like “Disease X.”
- Pricing: **\$500–\$6,000 per mL**, based on strain and volume
- Scalable for **22–50 batches/year** under GMP-ready conditions

Competitive Advantage

- ✓ **Preserves viral structure** – **100% intact PCR, 100% intact protein**
- ✓ **No chemicals and purified** – safe for cells, vaccine-ready, and green technology
- ✓ **Fully scalable** – works with any virus, from lab-scale to industrial biomanufacturing
- ✓ **Bypasses BSL-3/4** – enables research in lower-containment labs

🌐 Strategic Positioning

RoLink is a **strategic partner of Hungary's National Laboratory of Virology**, home to **Central Europe's only university-based BSL-4 facility**. Operating independently yet closely with the **University of Pécs**, RoLink combines **academic infrastructure with startup agility**. Integrated in **EDF (European Defence Fund)** programs, the platform is validated in biodefense and pandemic preparedness.

💰 Financial Highlights

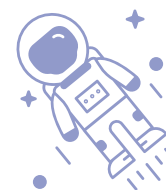
- ✅ **€350K + €750K non-dilutive grant** secured (GYORSÍTÓSÁV program)
- ✅ **€700K equity raise** planned to scale GMP capacity, fulfill orders, and expand internationally
- ✅ **Use of funds:** equipment, hiring, and go-to-market execution

💡 Revenue Model & Projections

- 💡 **Revenue Streams** (assessed by the Donaldson company Univercells)
 1. **Direct Sales** – academic/government labs (\$1.5B market)
 2. **Vaccine Manufacturer Partnerships** – licensing (\$7.8B market)
 3. **Diagnostics Licensing** – safer assay development (\$4.2B market)
 4. **Custom Inactivation Services** – on-demand biomanufacturing (\$2.5B market)
 5. **Consulting** – process and manufacturing optimization

🔑 Strategic Advantages

- 🌱 **Eco-friendly:** UV process without chemicals
- 💰 **Cost savings:** Avoids high-containment lab (BSL-3 and BSL-4) expenses
- 📈 **Market-ready:** High demand from pharma, biotech, defense sectors
- 🧪 **Unique access:** Operates at one of **56 BSL-4 labs globally**



*BSL-4 operators
are rarer than astronauts
— RoLink makes them scalable.*

🚪 Exit Strategy

RoLink aims for strategic acquisition or M&A, following the path of:

- 💰 Charles River → **\$100M acquisition** of Distributed Bio
- 💰 AstraZeneca → **\$838M acquisition** of Icosavax



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🏁 Conclusion

RoLink offers a **scalable, cost-effective regulatory-aligned** platform to support next-generation virology, diagnostics, and vaccine development. Revenue is generated via direct sales and tech transfer, exit is exemplified by similar stories in the sector. Backed by BSL-4 access, EDF integration, and a proven team, RoLink is well-positioned to scale globally and pursue strategic exit opportunities. RoLink is poised to become a key player in global pandemic resilience and biodefense innovation.

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