



INFLUENT – CLINOTECH

Chronology & Progress

CLINOTECH DIAGNOSTICS & PHARMACEUTICALS INC

- Incorporated in December 14th, 2000.
- Primarily engaged in R&D, Manufacturing and Distribution of Medical Diagnostic Tests Devices globally.
- Major clients are government hospitals, private hospitals and clinics, medical laboratories, pharmacies, multi-nationals, non-governmental organizations (NGOs), charitable organizations, etc.
- Target sales are often made through Exclusive / Non-exclusive Distributors in various markets.
- 85% of our Goods and Services are exported to target markets in Africa, Middle East, Gulf Countries, Latin America, Asia, Europe and USA.
- In 2004 – 2005, CLINOTECH had exported to over 75 countries around the world.
- CLINOTECH was featured by Export Development Canada (EDC) in its **Annual Report 2004, titled “Focused on Canadian Exporters”, Cover page.**
- CLINOTECH was profiled by EDC on its **ExportWise Magazine**, quarterly throughout 2005.
- EDC nominated CLINOTECH for the Richmond Chamber of Commerce Award of Excellence 2006 and got the **ENTREPRENEUR Award of Excellence**
- In 2006, CLINOTECH entered into a **JV Contribution Agreement** with **CIDA (Canadian International Development Agency)**, now defunct and merged with **International Trade Canada** for the Manufacturing of Medical Diagnostic Test Devices in Africa

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- CIDA Deliverables were conducted in Nigeria from 2007 to 2008 and the **Business Viability Study was accepted**
- From 2009 – 2019, CLINOTECH was engaged in the Local Manufacturing of Medical Diagnostic Tests, setting up of Medical Diagnostic Laboratories, building and management of hospitals for both the public and private sectors in West Africa, mostly in Nigeria.
- Early 2020, during the COVID-19 Pandemic, when travel restrictions were implemented around the world, CLINOTECH operations were grounded in West Africa and returned to Canada.
- CLINOTECH suspended its operations from 2020 – 2024 in the midst of the Pandemic and Post COVID-19.
- In January 2025, CLINOTECH restarted a New Era of Diagnostic Medicine back in Canada

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- Identifying the customers needs and new trend of business, **CLINOTECH is digitalizing the Traditional and Analog Rapid Diagnostic Tests (RDT) using AI-Enhancement via Smartphones**
- This will drastically minimize **Misinterpretation** of test results and **Misdiagnosis**, especially the visually challenged and therefore, aimed at improving the **Performance Characteristics in Accuracy, Sensitivity and Specificity of the tests**. The Test Results are also **Voice Activated**.
- The world is going digital and CLINOTECH wants to give more value-add to its clients, rather than continuing with the old-school approach, which may go obsolete soon.
- Digitalization will also enhance **Micro to Big Data Collection** adequate for medical purposes.
- Digitalization of RDT in combination with **Geolocation Heat Mapping**, which CLINOTECH is developing will be Innovative and Disruptive in Laboratory Medicine that is reportedly embraced by the **Public Health Sector to Redirect Resources to Epic Centers** on real time, as gathered during our market survey.

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- Furthermore, CLINOTECH is embarking on **AI-Enhanced Transdermal Patch Technology for Drug Delivery**, especially Malaria, TB and other Infectious Diseases in globally as well as chronic illnesses suffered mostly in the developed world.
- Our AI-Enhanced RDT bridges **Longitudinal Tracking of Diseases** to monitor **Improvement or Regression** on responding to treatment either by the Patch Technology or other Treatment Protocols
- Particularly, the **Anti-malaria and Dengue Fever Patches** will provide a complementary option for **Travel Medicine** by visitors, tourists, diplomatic missions and others to endemic areas that should use prophylactic and curative drugs
- CLINOTECH has started encouraging **Local Manufacturing of RDT** in Export Target Markets again, especially in the wake of most countries advocating for **home-made domestic goods as first priority, as well as the difficulties of currency exchange in international trade.**
- CLINOTECH has successfully empowered its **Pilot Collaboration** through strategic business partnership / distributors in Tanzania for local manufacturing in the East Africa Territory called **Canadian Biotech Tanzania Ltd (www.canadianbiotech.ca)** The same arrangement has been expanded to India, Nigeria (West Africa Territory), Afghanistan (Central Asia Territory) South Africa (South Africa Territory and Mexico (South America Territory). North Africa, United Arab Emirates (UAE) and Middle East, Saudi Arabia as well as other export markets are being explored.

INTERNATIONAL LOCAL MANUFACTURING OF MEDICAL DIAGNOSTIC TESTS POWERED BY CLINOTECH

- This is a continuation of the **Legacy of CIDA** (Canadian International Development Agency), which Clinotech still has support and promotion by **International Trade Canada**
- In the wake of many countries advocating for home-made goods and domestic production as opposed to importation, this may be in the right direction for CLINOTECH to sustain its existing clients still ready to deal with Canadian supported technology
- International Trade being dominated by US Dollars is increasingly becoming unpopular as many countries are experiencing difficulties in currency exchange to the extent of using expensive black-market rates that increase cost of goods and services in return.
- Many countries are increasingly declaring their countries, **FIRST**. Therefore, supporting its home-made Goods and Services, 1ST in Government tenders and Bidding, which we cannot afford to lose as Canada seeks more alternative markets than the US as the biggest trading partner for decades.
- Export Development Canada (EDC) supports local manufacturing through its **EGP (Export Guarantee Program)**

INTELLECTUAL PROPERTY (IP) OF CLINOTECH

- IP is a rare concept in Routine Medical Diagnostics. However, specialized test devices may encourage IP Application.
- Consequently, CLINOTECH has found its approach in IP by applying for 2 Provisional US IPs, which could consolidate into 1 Non-provisional IP in the AI-enhanced Digitalization of RDT via Smartphones
- IP Applications are also being processed for the Clinotech AI-powered Transdermal Patches for Drug Delivery in collaboration with **University of Waterloo + Wilfrid Laurier University Waterloo, Ontario + NRC-MITACS (National Research Council of Canada-MITACS)**
- CLINOTECH Manuscripts are being prepared for publications regarding the Digitalization of RDT and Transdermal Patches.

R&D OF NEW PRODUCTS AND OPTIMIZATION OF OLD TEST DEVICES

- TB LAM Antigen Urine Test (Co-infection of HIV and TB)
- Beta HCG + Blood Glucose (Prenatal Screening during Pregnancy)
- Combo Tests for STI in Urine (Instead of Vaginal and Penile Swabs)
- 4DX RapidTest for Pets (Dogs and Cats)
- Fentanyl / Xylazine Combo Test (Opiate / Non-opiate)

CLINOTECH'S Main Objective is R&D to Commercialization

BUSINESS DEVELOPMENT, MARKETING & SALES

- CLINOTECH already has an existing clientele, which is believed to grow exponentially with our new digital approach, products and services in over 75 countries.
- Export Development Canada (EDC), a Crown Corporation of Canada has examined and profiled CLINOTECH, and ready to assist through it's **Export Guarantee Program (EGP)** to facilitate more market penetrations worldwide.
- CLINOTECH partners with **HIDA (Health Industry Distributors Association)** (www.hida.org) and **IMCO, Inc. (Independent Medical Distributor)** in USA (www.imcoinc.com) for active distribution of its goods and services in the US.
- CLINOTECH also partners with **Planned Parenthood Association of Canada and America**
- CLINOTECH'S Affiliates like Artron Bioresearch & Laboratories Inc, TestMyself Diagnostics LLC, NY, UniQ Biotech Ltd, and Canadian Biotech (Tanzania) Ltd and other emerging markets are positioned to use the AI-Enhanced RDT Via Smartphones and other services to augment their distributions through **QR Code Generation and Licensing** by CLINOTECH
- Potential Clients: Health Ministries and Centers for Disease Control in various target markets, WHO, Multinationals (UNICEF, Etc.), NGOs, others.

BUSINESS MODEL, REVENUE AND FINANCING

- **BUSINESS MODEL:** CLINOTECH has been adopting Business-to-Business (B2B), Business-to-Consumer (B2C) and Business-to-Government (B2G) Models. However, with the digitalization approach of our Goods and Services coming up, we will be using a Licencing Model
- **REVENUE SOURCES:** CLINOTECH mainly derives its sources of income from Goods and Service Sales, Licensing, Training, Technical and Clinical Support.
- **FINANCING:** CLINOTECH'S Come-Back (New) Operation is supported by Family and Friends (Loans and Investments from personal connections). However, CLINOTECH is receptive to Restructuring the company to welcome **(1) Angel Investors (2) Grants (3) Debt Financing (4) Equity Financing (5) Venture Capital (6) Internal Financing (Retained Earnings)**

OWNERSHIP/MANAGEMENT AND EMPLOYEES

- **OWNERSHIP:** CLINOTECH is 100% currently owned by **Dr. Harrison Ofiyai**, who is also the Founder. The name CLINOTECH is derived from **Clinical Technology**.
- **INNOVATIVE TEAM:** (1) Dr. Harrison Ofiyai (MD, Ph.D.) Lead, R&D / Technical & Clinical Support, (2) Ravi Gaikwad, Ph.D., Chief Scientific Officer - Transdermal Patch Project (3) Mokter Chowdhury, Ph.D., Chief Innovation Officer – AI-Enhanced Digitalization of RDT (4) Hypekraft (www.hypekraft.com) - Cloud & Application Developer (5) Risper Murunga, RN, MPH - Public Health Data Analyst
- **ADVISORY:** (1) Bhavik Chauhan, Bonsai Growth (Non-dilutive Funding), (2) Inam Qureshi, Syndicate Lending Corp.
- **CURRENT & POTENTIAL EMPLOYEES:** (1) Ravi Gaikwad, Ph.D., CSO-Transdermal Drug Delivery (2) Mokter Chowdhury, Ph.D., CIO – AI-enhanced Digitalization of RDT, (3) Elena Baklanova - Software QA Tester / Technology Assistant (4) Esra Akartuna-Systems Engineer (5) Regulatory Affairs & Clinical Trials Associate (6) Digital Sales & Marketing Associate, (7) Production Manager, (8) QC/QA Manager, (9) Business Development & Marketing Manager, (10) Logistic Manager (Receiving/Shipping), (11) Products Manager

OPPORTUNITIES & NEXT STEPS

- Clinotech is Re-structuring to invite potential investors, equity and preferred shareholders, etc.
- Funds raised are met to optimize on-going innovative projects and complimentary projects on pipeline.

What are your Intentions for Clinotech?

- Please be encouraged to discuss your intentions with Clinotech
- What can you bring to the table to add value to Clinotech's current plans that will be relevant?
- Send your **Letter of Intent (LOI)** addressed to Dr. Harrison Ofiyai, MD, Ph.D. CEO, Clinotech. Email: harrison.ofiyai@clinotech.com

**THANK YOU SO KINDLY
FOR MEETING WITH CLINOTECH!!**

www.clinotech.com

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