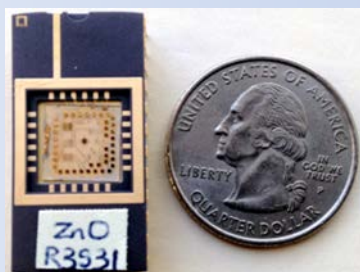




# N5 Sensors, Inc.

smart sensors for a safer world

## Disruptive mobile-device based chemical sensor technology for industrial, environmental, and safety monitoring



Multi-Sensor Chip

Sensor Module



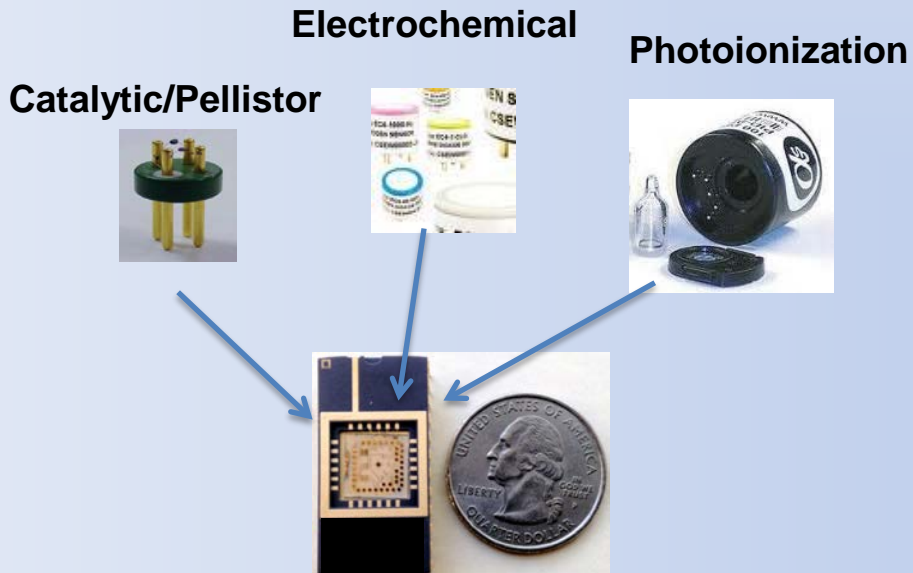
User Interface on a Smartphone



# N5's Single-Chip Sensor Solution



Toxic, Explosive, and Volatile  
Organic Compound Sensors – All  
in a chip!



## What our technology can offer

- Low power, electrical detection
- Robust and Reliable
- Wide sensing range
- Highly Selective
- High sensitivity (ppb/ppt)
- Cost effective
- Extended Operating Life

Replaces multiple power-hungry sensor technologies  
with a arrays of microsensors on a single chip.

# How Did We Get Here?



**Core Technology (US Patent App# - US 13/861,962) developed jointly by University of Maryland, National Institute of Standards and Technology, George Mason University, and George Washington University researchers – Funded by National Science Foundation**

**N5 Sensors, Inc. of Rockville, MD is a University of Maryland spin-off founded in early 2012. N5 has obtained exclusive license to this patent-pending technology from University of Maryland.**

**N5 is currently funded at the level of \$ 780,000/year with R&D and consulting contracts. In 2014, N5 has won TEDCO Maryland Manufacturing Initiative award, EPA SBIR Phase I, NSF SBIR Phase I, DHS Phase I, ARMY STTR Phase I, and UMD MIPS awards.**

**Decision to start the company was based on a commercialization study funded by Maryland TEDCO's TechStart award.**

# The Opportunity



**Detection of gases and chemicals present in air is a global need across various industries and commercial applications**

## **Residential and Commercial**

- Indoor air quality for heating and ventilation control
- Carbon monoxide detection
- Natural gas leak

## **Industrial Operations**

- Workers' safety
- Compliance with regulation
- Infrastructure safety
- Environmental safety and compliance

## **Firefighter, Hazmat Crews, Soldiers**

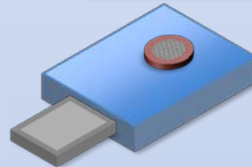
- Toxic industrial chemical spills
- Hazards gases
- Chemical warfare agents

**It is multi-billion dollar global industry**

# N5's Vision for Mobile Device-Based Detectors



+



N5's Low power, Multi-analyte  
Sensor Plug-in Module

Devices with Sensor APP



**Creating innovative environmental monitoring  
solutions using N5's sensor technology platform**

## **Industrial**

Intrinsically-safe ATEX  
certified smart-phone based  
gas detectors for industrial  
workers

## **Fire-Fighter, Soldiers**

On-demand smart-phone  
based toxic gas and  
chemical agent detection

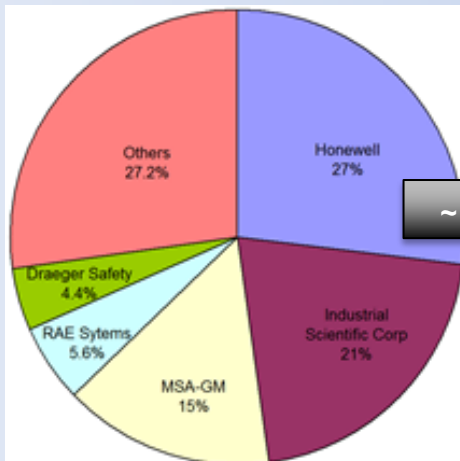
## **Consumer**

Smart-phone module for  
detection of carbon  
monoxide, natural gas,  
breath alcohol, out-door air  
quality

# Customers and Competitions



## 1. Traditional Portable Detector Market (\$ 0.5 Billion)



~ 10 Global Players

### N5's Advantage

All existing products uses same mature sensor technologies with same problems

### N5's Strategy

Working with dominant players in industrial detectors (such as Honeywell, MSA to introduce N5's sensor technology

## 2. Emerging Mobile Devices-Based Detector Market (~ \$ 1 Billion)

Currently there doesn't exist any sensor technology that can be integrated with a mobile device!

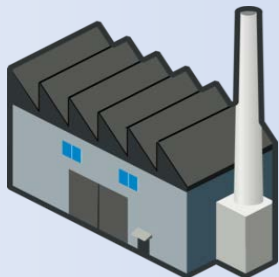
### N5's Advantage

The sensor technology is a low-power, low-profile, low-cost platform – ideally suited to mobile devices

### N5's Strategy

Working with mobile device manufactures such as Samsung, LG, Panasonic to introduce a new capability in monitoring for consumer and industrial application

# Potential Markets and Applications



## Industrial

- Exposure monitoring for industrial workers for compliance
- Hazard, leak monitoring

**Possible Product – Detection of CO, H2S, O2, and CH4**

**End-User – industrial workers, safety managers**

**Immediate Market**



## Commercial

- Indoor air quality for energy efficient smart ventilation management
- Hazard monitoring for CO and/or natural gas leak

**Possible Product – Detection of CO, CO2, and CH4**

**End-User – Building managers and repair tech**

**Growing Market**



## Fire-Hazmat

- Personal protection
- Hazard agent detection

**Possible Product – Belt-clip module for individual fire-fighters with communication capability with central command**

**End-User – Fire-fighters, hazmat crew**



## Personal

- Personal exposor monitors
- Breath analyzers

**Possible Product – Detection of CO, NOX, SOX, Ozone**

**End-User – Individual citizen, in particular groups such as asthma patients vulnerable to outdoor pollution**

**Market Creation!**

# Lessons Learned



## **Start-Up is an Act of Balancing Trade-offs and Managing Failures**

- Focus
- Discover Customer
- Bootstrap/Federal Non-Dilutive Funds
- All In-House
- Accelerator/Incubator
- Team - Veterans
- Diversify
- Develop the Prototype
- Early Investment in Exchange of Equity
- Collaborate
- Or Not
- Team – Green

**As founders we have to talk to hundreds to find that one contact that might lead to something!**

**Sometimes Just Showing Up Counts!**



# Team

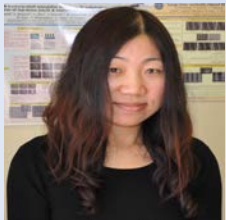
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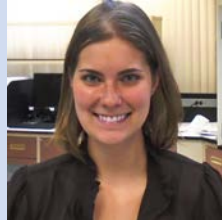
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**Dr. Ratan Debnath**  
Director of Research



**Dr. Baomei Wen**  
Senior Device Engineer



**Ms. Nichole Sullivan**  
Research Engineer



**Mr. Audie Castillo**  
Engineering Technician

Student Interns  
Mr. Gavin Liu  
Mr. Ting Xie

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## Business Team/Advisors



**Ken Malone**  
Business Strategy Development Officer  
Serial Entrepreneur  
Early Charm Ventures



**Steven Chen (Board of Advisor)**  
Serial Entrepreneur and Investors  
Chair, IEEE Std for Wireless Sensor  
Networks  
Member, Blu Venture Investors  
Former CEO of an Intel Capital  
Portfolio company

# Funding Acknowledgements



- TEDCO MII Phase III (\$ 100,000)
- US Environmental Protection Agency SBIR Phase I (\$ 100,000)
- National Science Foundation SBIR Phase I ( \$ 150,000)
- Department of Homeland Security SBIR Phase I (\$ 150,000)
- ARMY STTR Phase I (\$ 150,000)
- University of Maryland, 2 -Year MIPS Award (~ \$ 180 K)
- National Institute of Standards and Technology Engineering Contract (\$ 180 K)

