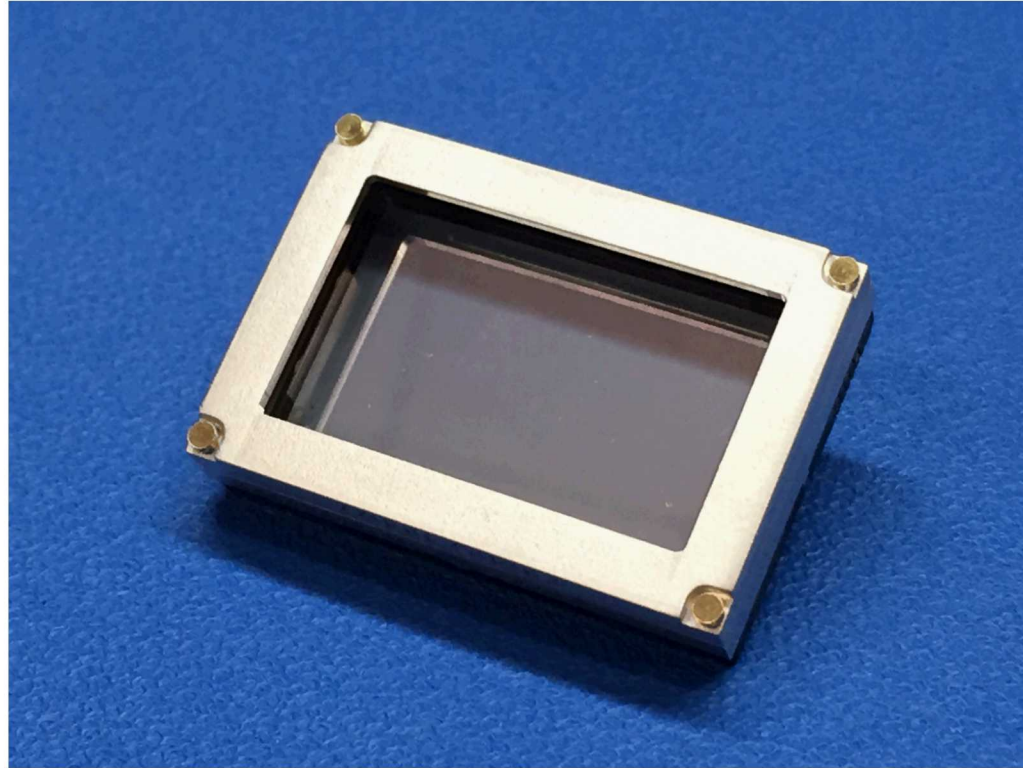


The Problem

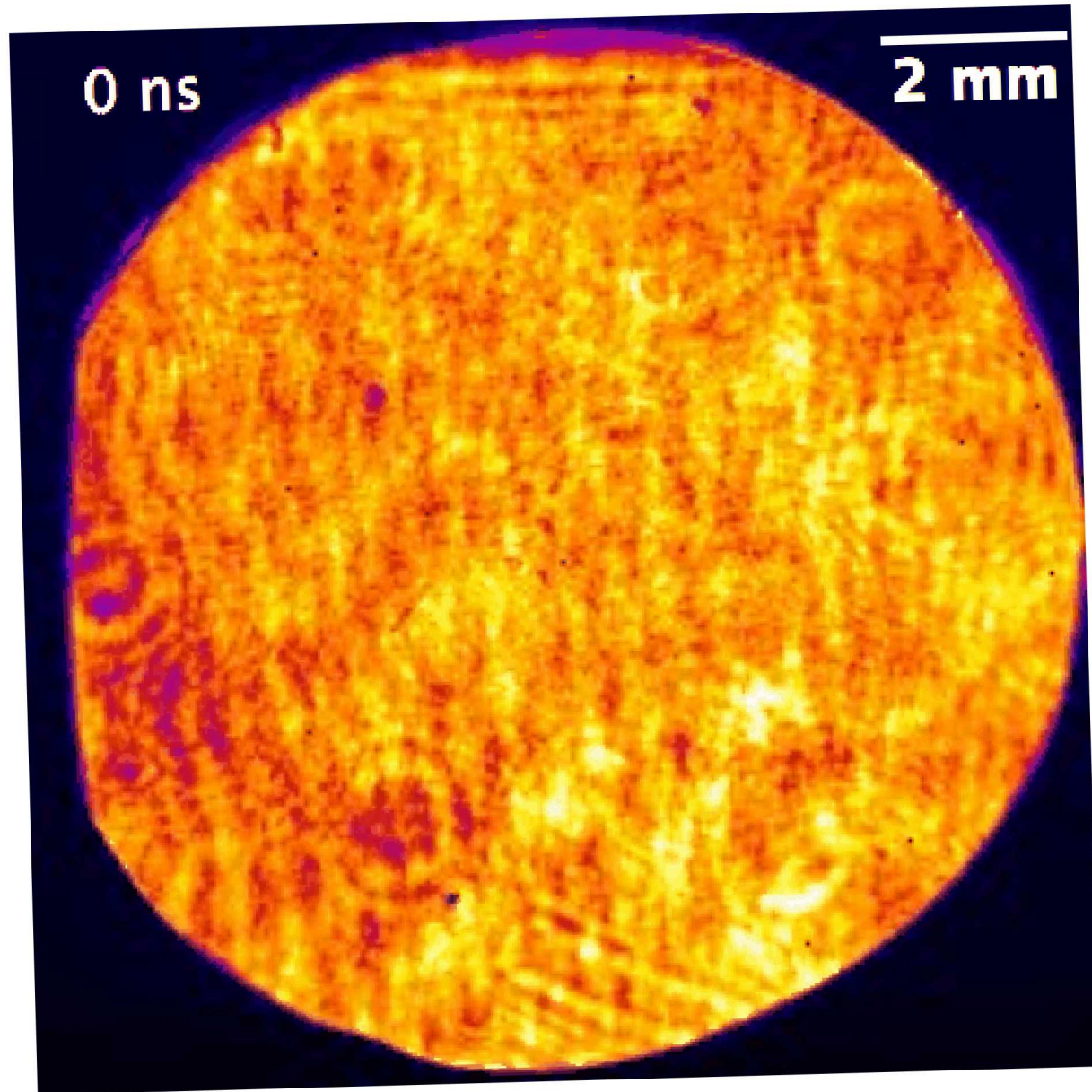
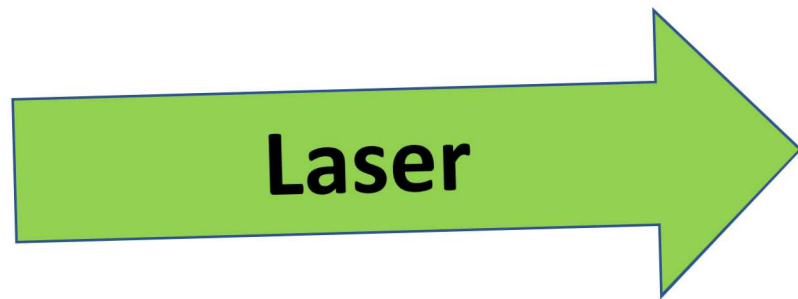


UXI Solution

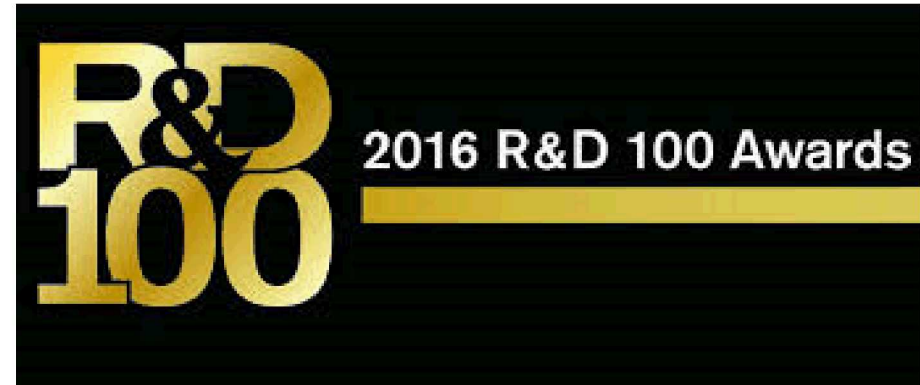
4th Generation Sensor



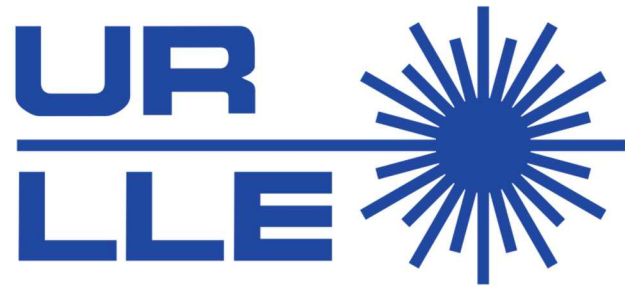
UXI Images



Intellectual Property



Early Users



The Market

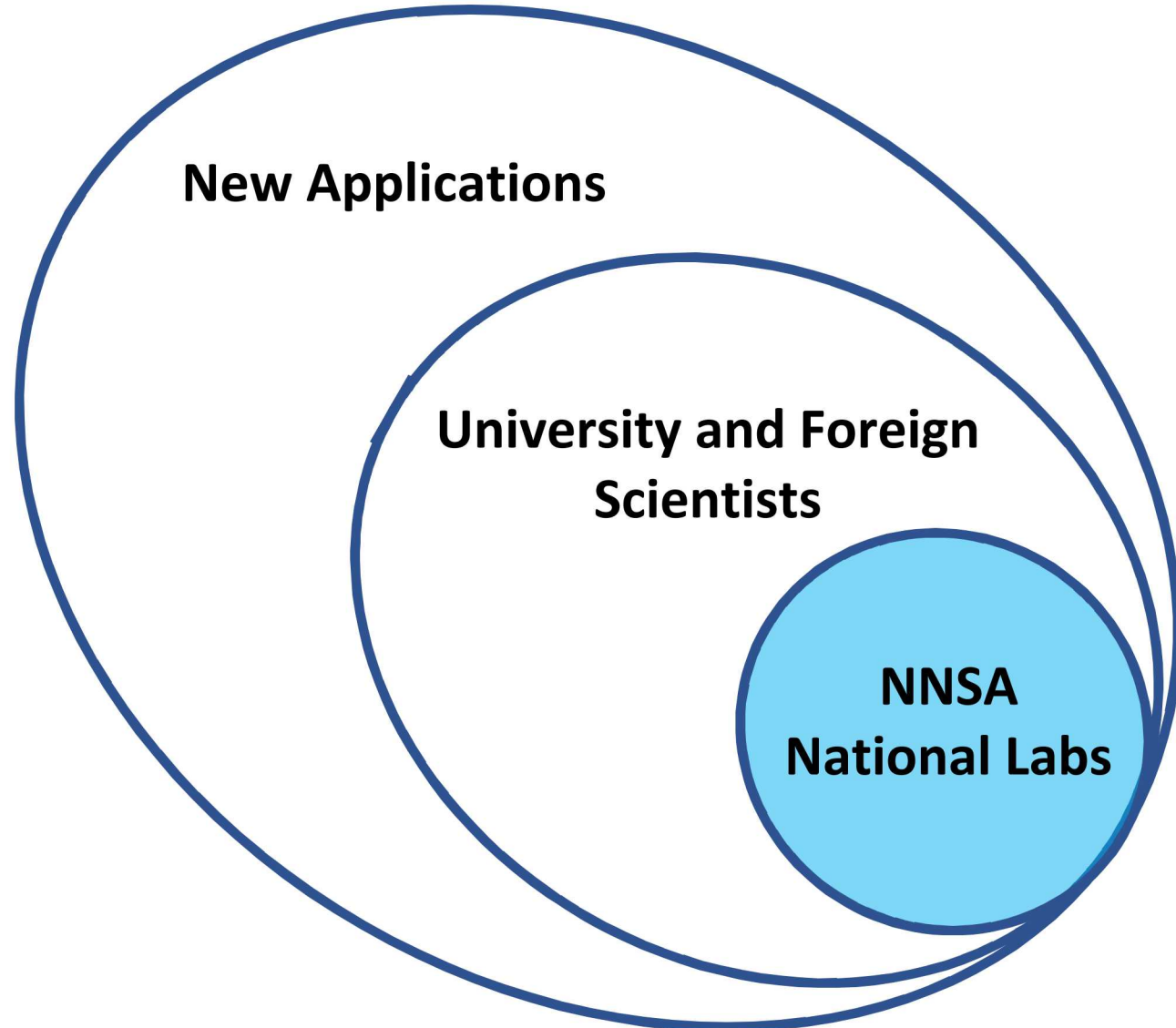
Physical Sciences

- Inertial Confinement Fusion
- Plasmas and Electric Discharges
- Shock Physics and Materials

Life Sciences

- FLIM - Fluorescence Lifetime Imaging Microscopy

Sales Hypothesis



Startup Financials

- Sensor Fab & camera startup costs: \$1.2M
- Incremental camera cost: \$10k
- Price range for specialized cameras: \$100-500k

We Worry About ...

- Market size
- Funding strategy
- Going faster

Technical Team



Next Steps





UXI

Digital Cameras for Ultrafast Imaging

John Porter, jlporte@sandia.com,
(505) 280-5181

Backup slides

Startup financials

- **Sensor** (100-150 sensors per lot)

Engineering design: \$ 300k/lot (one-time cost)

IC Fab: \$ 600k/lot

Photodiode Fab: \$ 100k/lot

Total: \$1,000k/lot

\$10k/camera for sensor

- **Camera integration** (for quantities of 20)

Engineering design: \$100k (one-time cost)

Sensor hybridization: \$ 35k

Sensor packaging: \$ 15k

Control electronics Fab: \$ 20k

Housing Fab: \$ 10k

Assembly & test: \$ 20k

Total: \$200k/20 cameras

\$10k/camera for integration

\$1.2M initial investment

Sales hypothesis

- **Phase I**

\$0.75 – \$1.5M/year revenue

Gen1 early adopters: 5-10 cameras/year @ \$150-200k

- **Phase II**

\$1.75 – \$3.5M/year revenue

Gen2 early adopters: 5-10 cameras/year @ \$150-200k

Gen1 growing user base: 10-20 cameras/year @ \$100k

- **Phase III**

\$2.35 – \$4.7M/year revenue

Gen3 early adopters: 5-10 cameras/year @ \$150-200k

Gen2 growing user base: 10-20 cameras/year @ \$100k

Gen1 growing application areas: 10-20 cameras/year @ \$60k