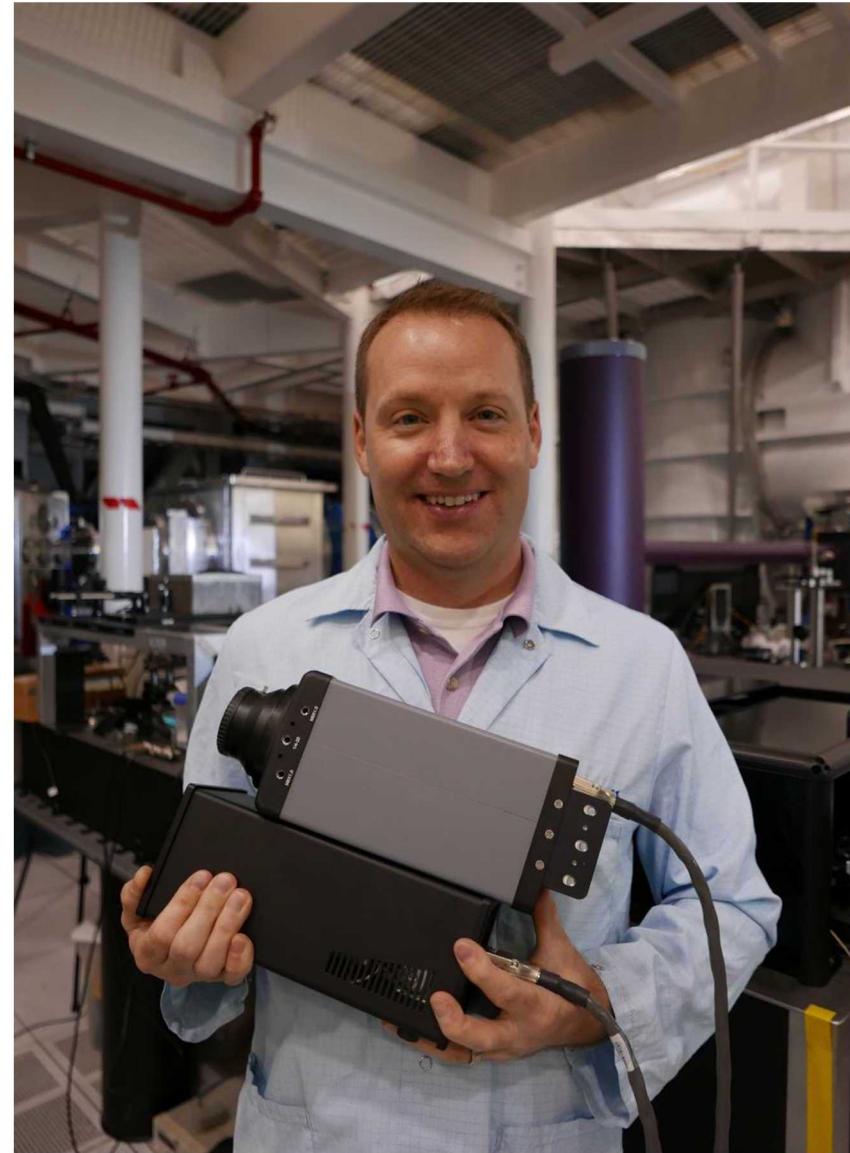
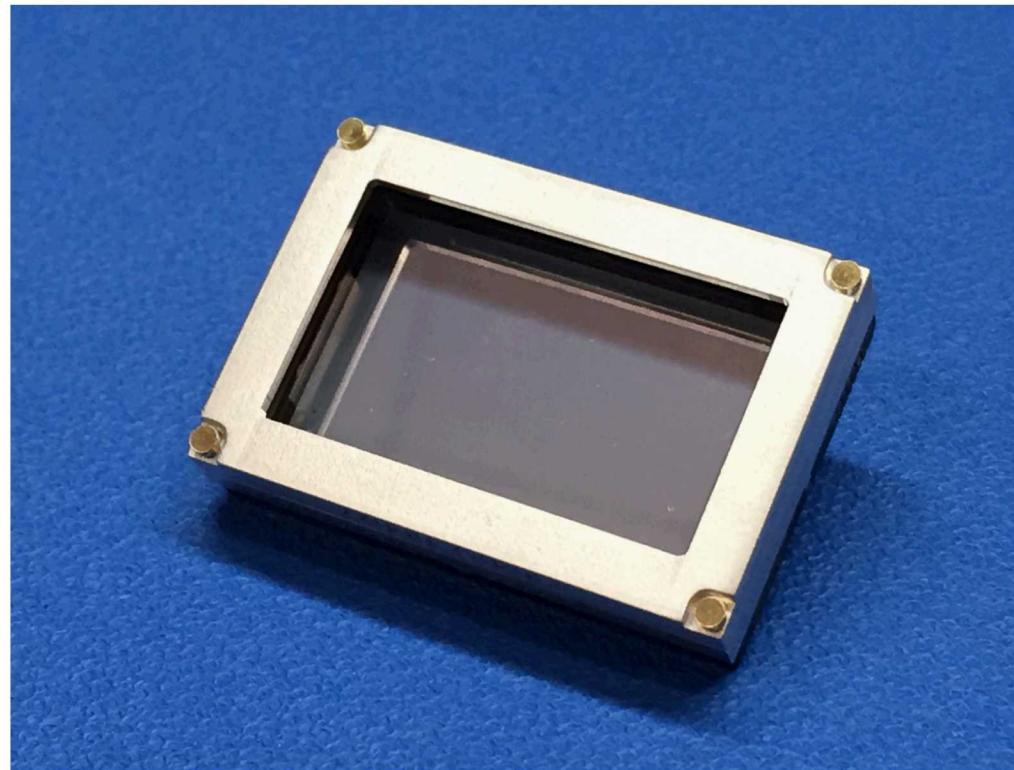


The Problem

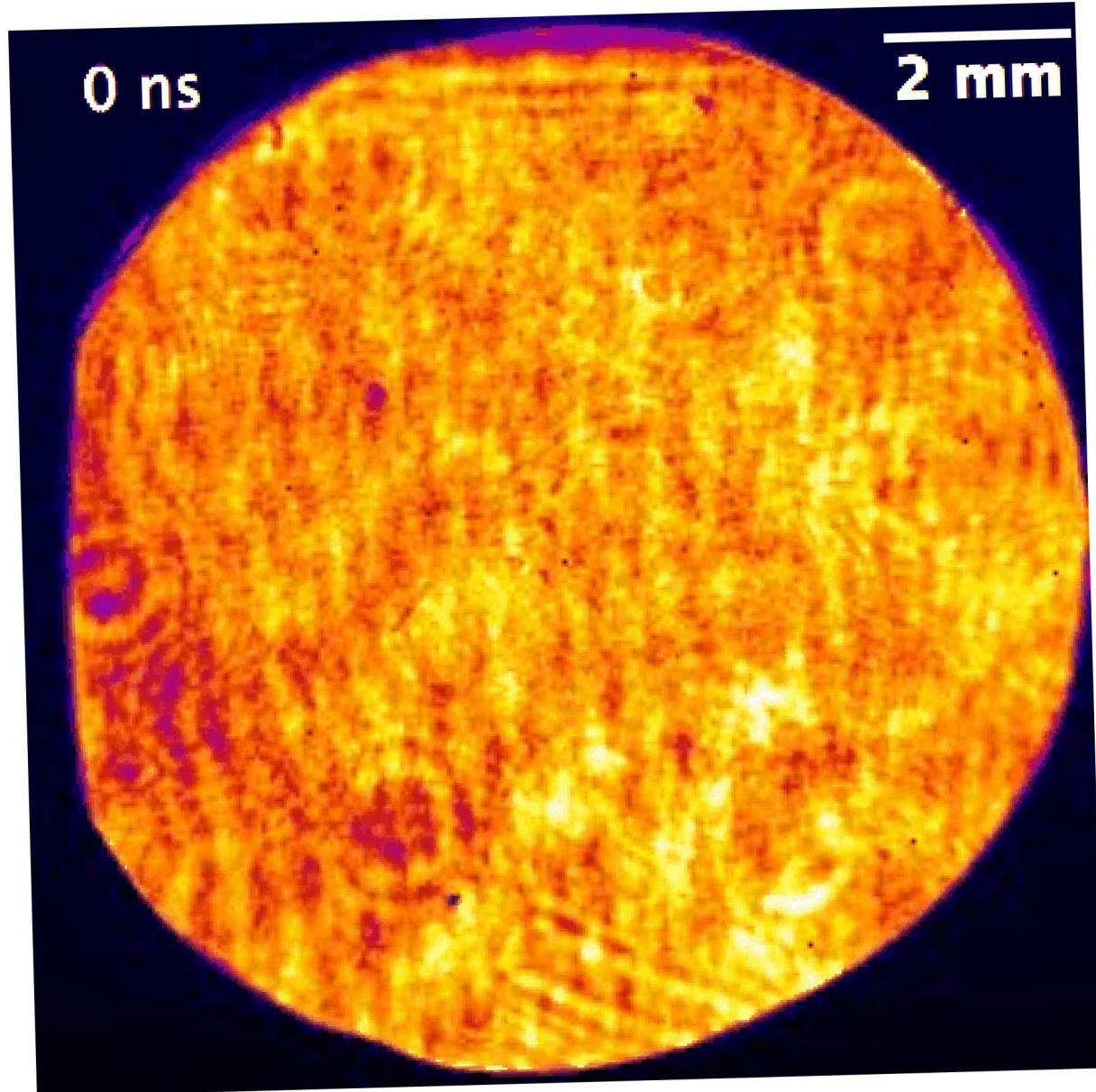
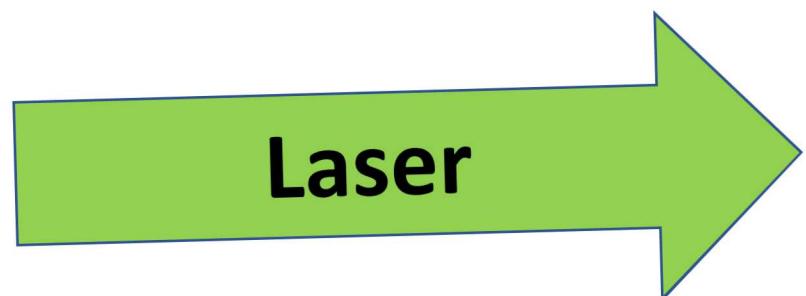


UXI Solution

4th Generation Sensor



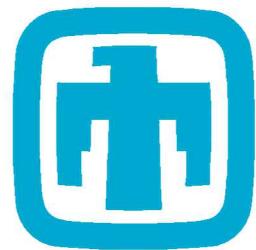
UXI Images



Intellectual Property



Early Users



**Sandia
National
Laboratories**



The Market

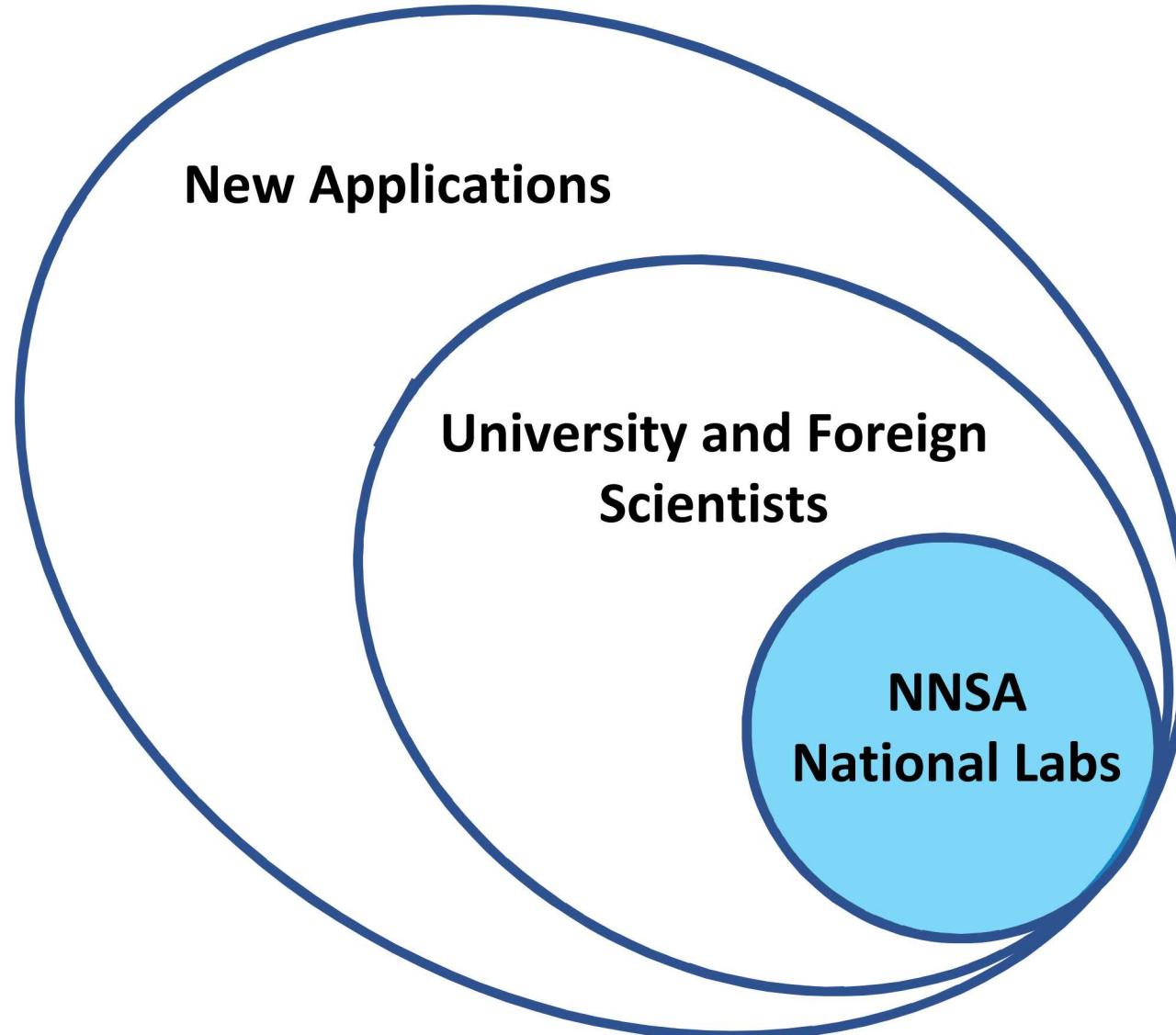
Physical Sciences

- 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