

EspressoLab / Pitch Deck

We're excited to learn more, please cover these questions in your deck wherever you can:

- **Team:** Can you walk us through your core team's backgrounds and why you're uniquely positioned to tackle this challenge?
- **Problem:** What specific problem are you solving, and what's changed recently to make now the right time?
- **Solution origin:** How did you arrive at this solution—any pivotal insights, prior work, or platform tech that shaped it?
- **Solution details:** What does your lead solution look like (e.g., drug candidate, platform, or tech stack), including how it works and key differentiators?
- **Data package:** What's your most advanced data supporting this (preclinical, clinical, or validation metrics), and how compelling is it to experts?
- **Pipeline potential:** Beyond the lead, are there additional programs you'd prioritize and why?
- **Development plan:** Assuming positive early data, what's the step-by-step roadmap to proof-of-concept (preclinical/clinical milestones)? If already commercializing, what is in the product roadmap?
- **Next steps:** What are the immediate priorities and key experiments/steps ahead?
- **Business model (if applicable):** How do you plan to generate revenue—pricing, customers, go-to-market?
- **Commercial traction (if applicable):** What adoption have you shown to date? What were last year's financial results, current growth, and business plan going forward?
- **Investor returns:** Beyond revenue, what's your path to creating value for investors (e.g., exit strategy, partnerships, follow-ons)?
- **Funding so far:** How much capital have you raised to date, from whom, and what's your current runway?
- **IP protection:** How solid is your IP position—what key patents cover your tech and how defensible is it?