

# There is a major breast milk shortage because the demand far outpaces the supply!



**International Milk Bank,**  
DBA of IMB, Inc. NV Corp 2014  
**Only The Breast** Inc. NV Corp 2012  
[internationalmilkbank.com](http://internationalmilkbank.com)  
[onlythebreast.com](http://onlythebreast.com)

## INDUSTRY

Category: Bio-Pharma/ Nutrition  
IMB is a Human Milk Bank,  
Processing Nutritionally  
Standardized Human Milk For  
Preemie & Full Term Infants.

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## MANAGEMENT TEAM

Glenn Snow, CEO/ Founder  
Laura Salter, EVP/ Co-Founder  
Mike Shirley, General Manager  
Anne Marie Dixon, IVP Reg Affairs  
Wanda Coulombe, QA Dir  
Craig Setter, QC Dir  
Henry Kaiser, Strategic Dev Dir  
Mike Wilhelm, Creative Dev Dir  
Wayne McKay, Manufacturing Dir  
Steve Pilarski, Engineering Dir  
Cathelene Compton, Validation Dir  
John Miles, Process Engineering Dir

## ADVISORS

Bruce German Ph.D., UC Davis  
John Tompkins, FDA Processing  
Doug Redelman Ph.D., UNR  
Rebecca Perry, Neonatologist  
Robin Hollen, Head Lactation  
Catherine Wagoner, Pediatrician  
Dave Dallas Ph.D., UC Davis  
Craig Macy, I.P. Lawyer

**RAISED:** Seed \$232,500

## FINANCING/ Use of Proceeds

Seeking - \$17 M  
Series A - \$5 M, Facility/Operations  
Series B - \$7 M, Facility Fit Out  
Series C - \$5 M Y2 Operations

## EXPANSION STRATEGY

Supply US & INTL Milk Shortage  
Deploy International Milk Banks

**International Milk Bank** will supply the breast milk shortage while setting the new industry standard with top of its class Pharmaceutical Grade cGMP Human Milk Processing. IMB will be the only milk bank meeting international regulations with the supply and ability to serve the international demand. IMB coupled with Only The Breast (OTB) has solved the industry problems and will resolve the human milk shortage with its exclusive supply advantage, the world's largest breast milk donor community with over 87,000,000 Oz. annually and 2,500 new donors each month. Together IMB & OTB can provide ten times more milk than all other milk banks combined.

**IMB is ideally positioned to capture the majority on the human milk banking market.**

**Problem** In the US there is a 71M Oz. demand. Internationally there is a 200M Oz. demand. Nationally all competing milk banks combined were only able to provide 8M Oz's leaving a 63M Oz. shortage and millions of babies in critical need. Making the situation worse, the majority of the available milk supply has a dangerous bacterium, *Bacillus Cereus*, which is not killed by pasteurization and is potentially lethal to premature babies.

**Solution** IMB/OTB has an unprecedented supply of milk, state-of-the-art sterilization process ridding milk of all *Bacillus Cereus* and a planned facility which will meet international regulations that is capable of producing 100M Oz. annually. We will be the only milk bank that can end the national shortage and expand to serve the international need. **We have the solution that hospitals and babies are crying out for.**

**Target Market** IMB will supply the hospital shortage. 1 out of 9 babies are born premature weighing less than 3 lbs. 3 out of 4 preemies have no access to human breast milk and are at risk for life-threatening infections and lifelong complications. Irrefutably, breast milk is the standard of care for pre-term infants. IMB will supply hospitals nationally and internationally with nutritionally standardized human milk. Our proprietary product lines will cater to the specific needs of the most fragile premature babies.

IMB Products are comprised of 100% Human Donor Milk.

- Ready to Feed in 1/3, 1, and 3 Oz. Servings
- Standardized Protein, Fat and Calories
- Commercially Sterilized and Aseptically Packaged
- Shelf Stable, No Refrigeration, Ready to Serve
- BPA Free Bottles & Single Use Cups
- Free From Bacteria, Drugs, Disease, or Adulterations
- At American Academy of Pediatric Recommendations



**Competitors** IMB has only three competitors; Human Milk Banking Association of North America (HMBANA) which is comprised of 18 small non-profit milk banks, Prolacta Bioscience, and Medolac Laboratories. All three are narrowly focused and are unable to be a high volume supplier. HMBANA & Prolacta use risk laden pasteurization processing that is highly inefficient and does not kill *Bacillus Cereus*. Prolacta & Medolac are primarily formulary companies, which require costly and lengthy clinical trials to bring products to market. Prolacta's fortified milk product retails @ \$180/oz. The \$47M invested in Prolacta's product development and clinical trials prohibits a shift in business model. Collectively they supplied only 8M oz. in 2014, less than 13% of the NICU/Premature population demand, and they do not meet international regulations.

**Competitive Advantage & Distribution** Thanks to our advanced sterilization and bottling system, our milk products have a non-refrigerated extended shelf life of 24 months. Our proprietary technology for 100% human derived preemie milk requires NO clinical trials so our products go right to market. IMB is the only milk bank positioned as THE high volume milk supplier. With OTB's 87M Oz. supply and our high volume pharmaceutical grade facility, IMB will distribute an industry transforming supply to hospitals (2700 +) through national group purchasing organizations such as Novation & Children's Hospital Association. IMB will modernize and streamline purchasing through GHX delivery and quick payment systems, which serve over 4000 hospitals nationally.

**World Class Management Team** Glenn Snow, Founder of IMB & OTB an industry expert in milk banking driving change for over 6 years. Michael Shirley, pharmaceutical grade processes expert and the previous General Manager for Prolacta Bioscience. Anne Marie Dixon, Regulatory Affairs, FDA Risk Mitigation and clean room systems expert.

	Ramp/FY 1 2016	FY 2 2017	FY 3 2018	FY 4 2019	FY 5 2020	FY 6 2021
Oz. Sold	222,297	1,976,019	3,946,428	7,562,854	11,433,288	18,484,862
Total Revenues	\$ 2,406,773	\$ 38,445,601	\$ 75,335,846	\$ 144,610,989	\$ 220,179,319	\$ 353,909,101
Cost of Goods Sold	\$ 1,395,163	\$ 6,356,167	\$ 12,481,389	\$ 24,964,833	\$ 38,060,084	\$ 60,582,280
Gross Profit	\$ 1,011,610	\$ 32,089,434	\$ 62,854,456	\$ 119,646,156	\$ 182,119,235	\$ 293,326,821
Expenses	6,771,055	8,222,542	11,424,451	12,027,004	12,941,571	13,739,138
GP %	42%	83%	83%	83%	83%	83%
Earnings, (EBIT)	\$ (5,759,445)	\$ 23,866,891	\$ 51,430,005	\$ 107,619,152	\$ 169,177,664	\$ 279,587,683