

# MOLEKULE



## INVESTOR PRESENTATION

March 2023 | [molekule.com](https://molekule.com)

(Nasdaq: MKUL)

# FORWARD LOOKING STATEMENTS

*This presentation includes forward-looking statements that involve substantial risks and uncertainties. All statements, other than statements of historical facts, included in this presentation regarding forward-looking statements. The words “believe”, “anticipate”, “intend”, “expect”, “target”, “goal”, “estimate”, “plan”, “assume”, “may”, “will”, “predict”, “project”, “would”, “could” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words.*

*We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events, nevertheless, actual results or events could differ materially from the plans, intentions and expectations disclosed in, or implied by, the forward-looking statements we make. Factors that could cause such differences, but are not limited to, are our strategy, future operations, regulatory process, future financial position, future revenue, projected costs, prospects, plans, objectives of management and expected market growth.*

*No money or other consideration is being solicited, and if sent in response, will not be accepted. No offer to buy the securities can be accepted and no part of the purchase price can be received until the offering statement filed by AeroClean Technologies (the “Company”) with the Securities and Exchange Commission (the “SEC”) has been qualified by the SEC. Any such offer may be withdrawn or revoked, without obligation or commitment of any kind, at any time before notice of acceptance given after the date of qualification. An indication of interest involves no obligation or commitment of any kind. A copy of the offering circular may be obtained at:*

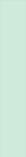
*[https://www.sec.gov/Archives/edgar/data/1872356/000110465921131723/tm2123085-8\\_1aa.htm](https://www.sec.gov/Archives/edgar/data/1872356/000110465921131723/tm2123085-8_1aa.htm).*

## MARKET AND INDUSTRY DATA

*Unless otherwise indicated, information contained in this presentation concerning the Company’s industry and the markets in which it operates, including the Company’s general expectations and market position, market opportunity and market size, is based on reports from various sources. Because this information involves a number of assumptions and limitations, you are cautioned not to give undue weight to such information. While the Company has not independently verified market data and industry forecasts provided by any of these or any other third-party sources referred to in this presentation, it believes such sources to be reliable and is not aware of any misstatements in such information.*

*In addition, projections, assumptions and estimates of the Company’s future performance and the future performance of the industry in which it operates are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by third parties and by the Company.*

*Each trademark, trade name or service mark of any other company appearing in this presentation is the property of its respective holder.*



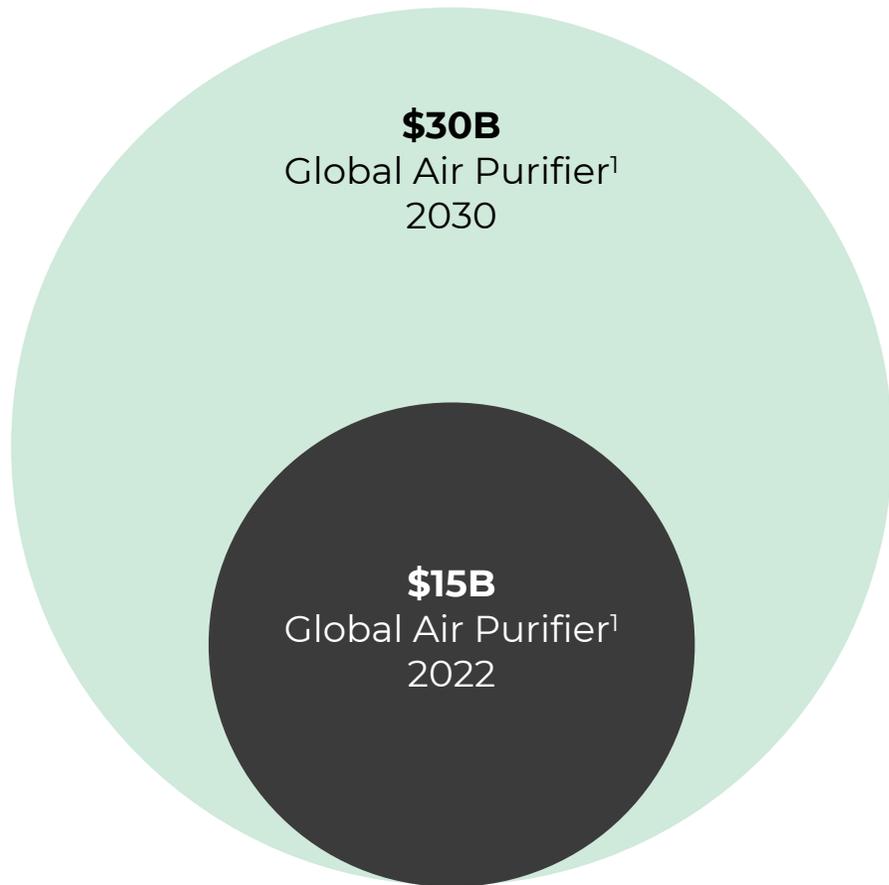
WHO WE ARE

**WE ARE COMMITTED TO A FUTURE OF CLEAN AIR.**

**AIR PURIFICATION, REINVENTED.**

# GLOBAL MARKET OPPORTUNITY

The global air purifier market is expected to *double* to **\$30B** by 2030



## Several Factors Driving Growth

Increasing media attention on the importance of air quality

Growing consumer awareness of health implications from poor air quality

Rising level of pollution airborne diseases, and natural catastrophes

# GROWING GLOBAL CONCERN WITH WIDESPREAD AWARENESS



- Better Ventilation Would Create a Healthier Workplace – But Companies Have to Invest



- Contracting COVID 1,000 Times More Likely From Air Transmission Than From Surfaces



- Why Recent Announcements By The White House Around Indoor Air Quality Matter



- Office Air Quality Can Affect Employees' Cognition, Productivity



- The Hot New Back-to-School Accessory? An Air Quality Monitor



- Better IAQ Management Will Be The Future Of The Workplace

# GOVERNMENT SUPPORT AND RISE OF IAQ COMPLIANCE



# WHY CLEAN INDOOR AIR MATTERS



Airborne pathogens are the #1 health risk to the global population



Indoor setting tests have proven that pathogens float freely and easily infect others who are proximate to an infected person



Prevalence and emergence of pandemics is likely to increase in the coming years

# THE CURRENT PROBLEM

**Traditional HVAC systems neither exchange nor purify the air sufficiently to mitigate risk, nor do they eliminate airborne pathogens.**

**\$50B** USD

Cost of flu and respiratory infections<sup>1,4</sup>

**4M**

Pre-mature deaths from Air Pollution<sup>2,4</sup>

**~ 2M**

Hospital Acquired Infections<sup>4</sup> (HAIs)

**100,000**

HAI associated deaths<sup>3,4</sup>

**60,000**

Cancer patients hospitalized from infections

**10M**

Immunocompromised people in the U.S.

**300M**

Global Asthma Sufferers

**800M**

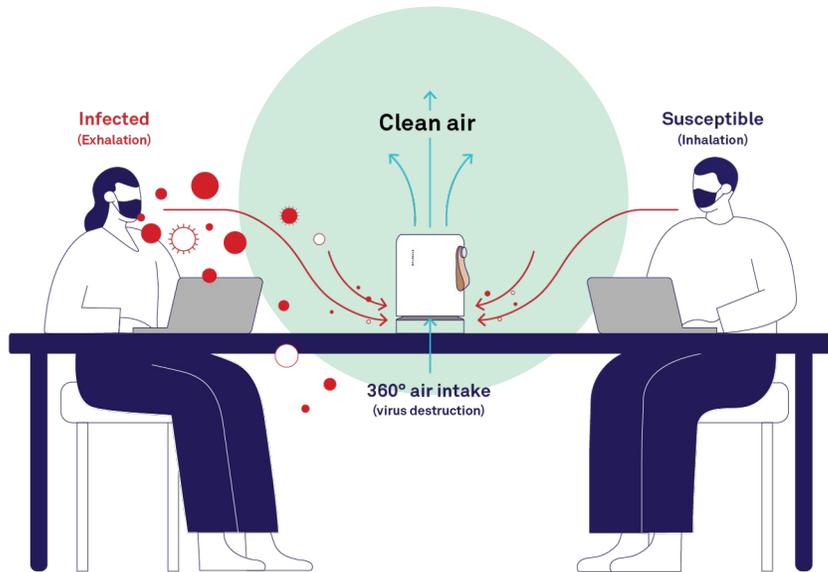
Global Allergy Sufferers

1 - (Journal of Science)  
2 - (WHO)  
3 - (CDC)  
4- Annual

# LOCALIZED AIRBORNE PATHOGEN CONTROL IS **THE SOLUTION**

Powerful, compact air purifiers deliver sanitized air, locally to the breathing zone

Continuously capture and destroy airborne pathogens where it is needed most.



We Have a Fully FDA-approved Suite of Complementary, Medical-grade Air Sanitization Technology

Utilize patented and proprietary PECO and SteriDuct™ technology to continuously sanitize the air and destroy 99.99% of airborne viruses, bacteria, allergens and fungi.



# OUR SOLUTION

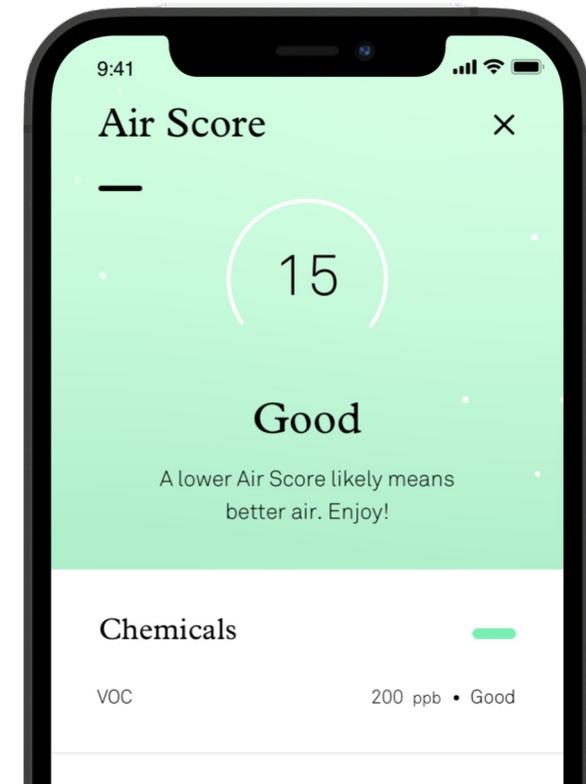


## SafeAir-as-a-Service

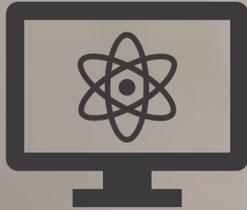
We are an interior space air sanitization technology company with differentiated, medical-grade technology.

Implementing full-scale commercialization of a suite of premium, high-performance FDA cleared interior air sanitization products.

Developing advanced IoT sensor and IAQ monitoring and device control technologies to accelerate our recurring revenue 'Safe Air as a Service' model.



# PRODUCT & PORTFOLIO HIGHLIGHTS



Intensive R&D and testing generates patented, proven & proprietary suite of science-based technology



Largest portfolio of premium, medical-grade (FDA-regulated) products to address global IAQ crisis



Large installed base of ~ 350K devices drives recurring consumables and service revenues



\$500 Billion in federal funds available for IAQ improvements as CDC, EPA & White House recommend increased ventilation & localized, supplemental air cleaning



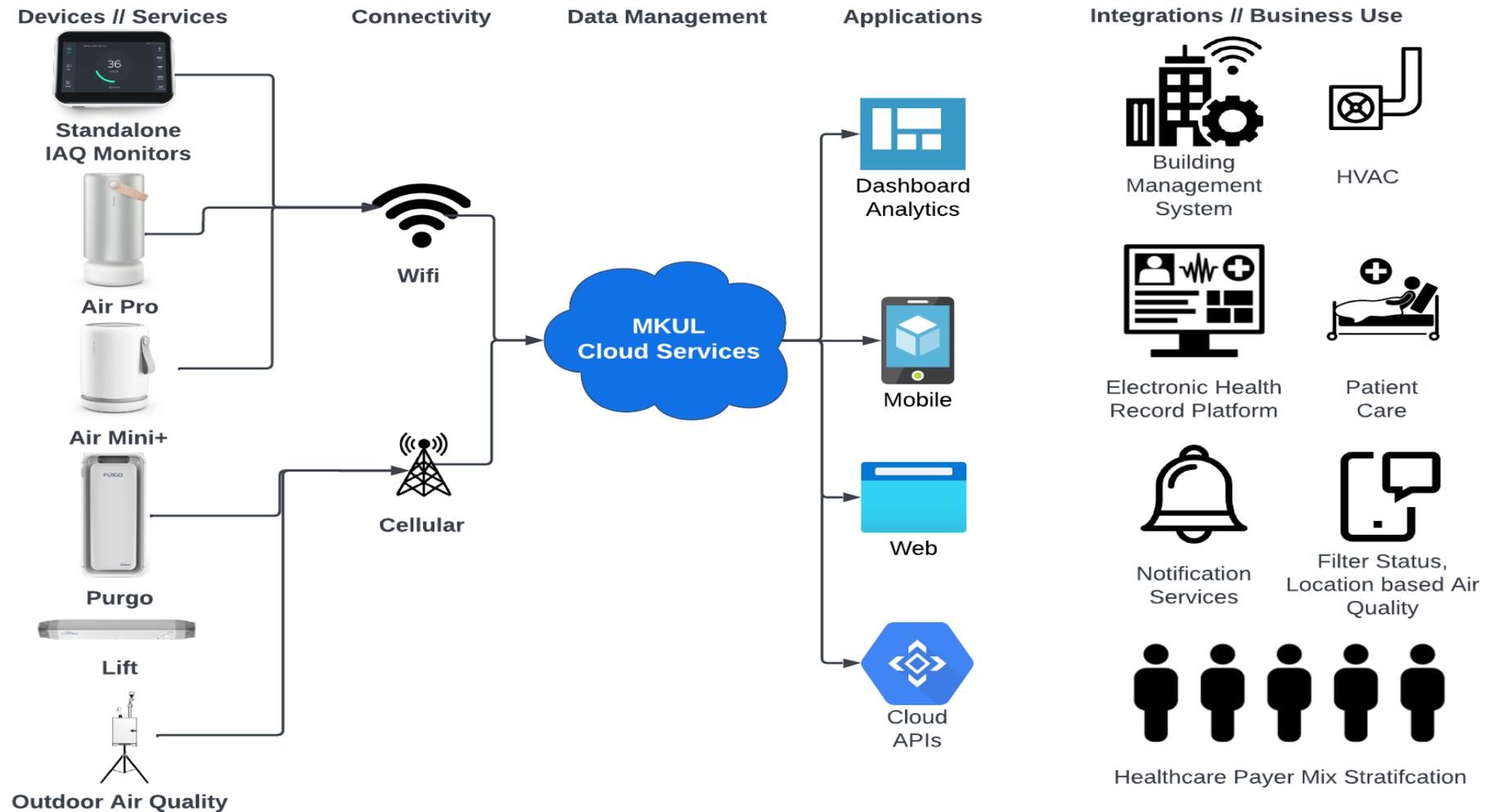
Development of SaaS SW, IoT sensor and IAQ monitoring solutions expected to drive recurring revenue growth



Channel penetration in healthcare, hospitality, education, government & office verticals drive B2B cross-selling and revenue growth

# SAFE AIR-AS-A-SERVICE MODEL

An Enterprise Solution to Measure, Monitor, Mitigate, Manage, Maintain and Benchmark IAQ



# INDUSTRY CHANNELS

## Scalable and Repeatable Solution Across Industry Channels Driving Adoption and Recurring Revenues

### Healthcare

- Hospital
- Long-term Care
- Surgery Center
- Dental Offices

### Hospitality

- Hotels
- Country Clubs
- Restaurants

### Commercial/Office

- Return to office efforts
- REITs
- ESG/Sustainability

### Government/Education

- K-12 Schools
- Universities
- Government sector



# THE BENEFITS OF CLEAN AIR

***“People who design, build and maintain buildings have a major impact on health.”***

**\$15,500**

additional revenue per employee  
per year in performance  
improvements

**35%**

lower absence rates  
by maintaining a healthy  
environment

**9 out of 10**

office workers want to be kept  
informed of their buildings air  
quality

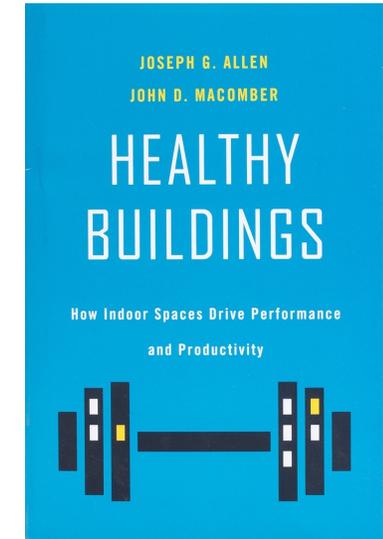
Healthy buildings offer rental  
premiums of

**4.4% to 7%**

more per square foot than non-  
certified buildings

**72%**

of office workers worldwide  
worry about air quality in their  
buildings



# INVESTMENT HIGHLIGHTS

**Significant market demand for innovative, data-driven, IoT-enabled IAQ solutions to return to normalcy from the COVID-19 pandemic**

**Addressing the growing Global Air Quality Crisis and risk from flu, allergens, bacteria, viruses and other harmful pollutants**

**Executive team experienced in building and leading international healthcare sales teams and growing large, international public companies**

**Industry-leading provider of premium, FDA-cleared air purification products and solutions with powerful brand value**

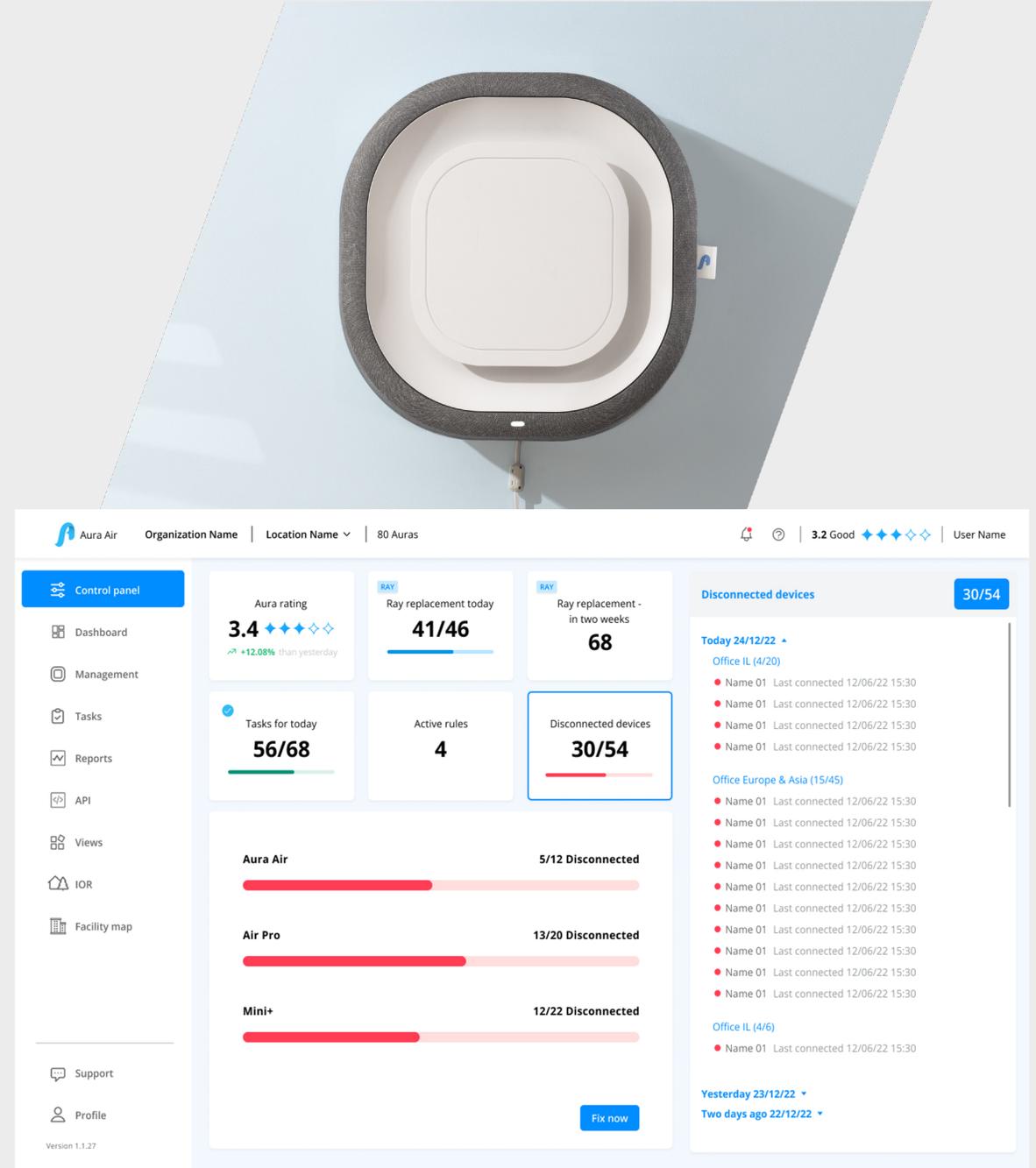
**Pro Forma combined AeroClean, Molekule, and Aura would have generated over \$30M in Revenues or over \$60M on an annualized basis.**

**Financial flexibility to compress the time-to-market to develop new devices, SaaS software solutions, advanced sensor technology and smart building integrations enabling enterprise-wide IAQ monitoring and IoT device control**

# Aura Air Announcement

## Molekule Expands its Industry-Leading Portfolio of Indoor Air Quality (IAQ) Solutions Technology with Definitive Agreement to Acquire Aura Smart Air Ltd., Further Accelerating Molekule into the B2B Sector

- *Aura adds the software, sensor and IoT enabled technologies to accelerate an immediate and aggressive push into the burgeoning B2B market*
- *Executes on strategy of combining organic technology development with targeted, inorganic, strategic transactions to build the industry leader in IAQ solutions with a comprehensive suite of patented and proprietary products and technologies*
- *Accelerates Software-as-a-Service offering with AI-enabled technology for customers and “smart building” owners seeking to monitor and control IAQ on an enterprise-wide basis from a single location and facilitates the safe return of in-office workers*
- *Aura’s powerful brand value and installed base of approximately 50,000 air purification units drives recurring revenues through both consumables and software for enterprise-wide deployments of air purification units*
- *Aura contributes both enterprise software and advanced sensor technology that is implementable across Molekule’s existing device platforms with major global healthcare, commercial and municipal customers*



# MANAGEMENT TEAM

## Highly Experienced Executive Team with Proven Category Leading Track Record

---

**Jason DiBona**  
**Chief Executive Officer**

15+ year sales and management veteran at GE Healthcare  
EVP of sales, marketing and business development at ePreop, Inc., (healthcare IT start-up with a successful exit)

---

**Ryan Tyler**  
**Chief Financial Officer**

B/E Aerospace, Inc.; KLX Inc.  
VP – Corporate development and financial reporting for a \$13B+ valued public company

---

**Ronti Pal**  
**Chief Operating Officer**

Extensive experience overseeing and managing large teams and operational functions of complex businesses  
30+ years of experience in banking on Wall Street with various international banking leaders

---

# FOUNDERS AND BOARD OF DIRECTORS

## Strong Co-Founder Leadership Bolstered by an Experienced Board

**Amin J. Khoury**  
*Co-Founder  
Chairman*

- Founder, Chairman and CEO of B/E Aerospace, Inc. (“B/E”)
- Lead director, Synthes

**Mark Krosney**  
*Co-Founder  
Chief Scientific Officer*

- B/E - VP and General Manager, Business Jet Group
- Carnegie Mellon University – MSc, Engineering
- Prodigious and creative inventor, holds numerous patents

**David Helfet**  
*Co-Founder  
Chief Medical Officer  
Director*

- Chairman Emeritus Orthopaedic Trauma Service – Hospital for Special Surgery and New York Presbyterian Hospital, Weill Cornell Medicine
- One of the world’s leading orthopaedic trauma surgeons

**Mike Senft**  
*Lead Independent Director*

- 30+ years in investment banking, leveraged finance; Moelis & Co, CIBC, Merrill Lynch
- Former CFO of KLX Inc.; Board of B/E

**Tom McCaffrey**  
*Director*

- CFO of B/E Aerospace, Inc.; COO of KLX Inc.
- Extensive public company experience and leadership through strategic transactions and inorganic growth

**Tim Scannell**  
*Director*

- Former President and COO at Stryker; 30+ years of experience
- Recognized leader within the medical industry
- Experienced Board member serving on several public and private company boards

**Steve Ward**  
*Director*

- Former President and CEO and current board member of Lenovo
- Founding member and board member of C3.AI (AI SaaS company)
- Former CIO of IBM; 30+ years as a leader in software, analytics and innovation

**Heather Floyd**  
*Director*

- 20+ years of experience in accounting, auditing and financial reporting leadership roles
- Former corporate controller of KLX Inc.
- Former Internal Audit lead at B/E

**Brad Feld**  
*Director*

- Founding partner of Foundry Group, venture capital firm with +\$4B in AUM
- Co-founder Techstars; extensive experience in the venture capital sector
- Extensive board and leadership experience with startups and mature organizations
- Investor and advisor to well known tech companies (Fitbit, Zynga, SendGrid)