

2The TCRA Story

TCRA, our startup LLC, holds multiple US and international patents. TCRA has the potential to be worth up to **\$300 billion** in one day when a particular seminal communication event occurs, that will provide funding to save **140,000** Rh babies' lives annually in perpetuity.

The TCRA plan is possible because of an extraordinary confluence of factors in Wall Street and in the huge **\$240 billion** global clinical lab industry. Once TCRA's patented DLA technology is in use in most of the world's **>50,000** clinical labs, TCRA will receive **>\$1 trillion** in royalty cash flow paid by global clinical labs based on tapping the **\$8.8 trillion** in assured, uncorrelated, recurring total revenues clinical labs will earn over the next **20 years**. The TCRA plan should take about two months from start to finish.

At its core TCRA is a syllogism: **Major Premise**: - Institutions using patent technology pay royalties to the patent holder. **Minor Premise** - Clinical labs are institutions using TCRA patents. **Conclusion** - Clinical labs must pay royalties to TCRA.

To achieve a company valuation of **\$300 billion** in one day, TCRA needs to be launched with significant impact by **very big players**. The initial impact for TCRA must come from the Big 4 clinical lab automation manufacturers, *Siemens, Abbott, Beckman Coulter, and Roche*. The extraordinarily confluence of factors existing on Wall Street and in the global clinical lab industry gives these big players, **and only these four specific big players**, the power to bring the TCRA high finance plan with a heart about.

The four manufacturers will take up the royalty free license for DLA and all will announce they are embarking on establishing DLA as the world's clinical lab automation standard. Straightaway, upon the **Big 4** DLA announcements, the TCRA shares outstanding will be worth **~\$300 billion**. This huge company valuation for TCRA is justified because it is underpinned by **\$8.8 trillion** of stable uncorrelated clinical lab revenue in the next 20 years. These enormous clinical lab revenues can readily be tapped for royalties by the Big 4 – based on confident declarations by **Big 4** that they can and will switch their current TLA analyzers to new DLA analyzers that use TCRA-patents – along with a confident projection they will collect **~\$1 trillion** in royalties for TCRA from clinical labs globally over the next **20 years**.

The **Big 4** enjoy a mandate to switch the world's clinical labs from TLA *lab automation* to future patented DLA, *dark lab automation*, because they are a global oligopoly, being the only source of TLA in the world's clinical lab automation market. 66% of the world's clinical lab test volume is done in **Big 4** clients' clinical labs worldwide. Their extreme oligopoly power ensues from their all-powerful position in the world market. The **Big 4** making the DLA announcements will enhance TCRA's value enormously. TCRA will see **~\$300 billion** company value on the same day, ironically much larger than. any of the Big 4 market caps.

Post-announcements Big 4 can then make TCRA shares liquid in short order in secondary markets. Each TCRA share will price at **\$250,000**. Then, upon the commencement of

actual royalty cash flows in 2028, projections estimate that each TCRA share will price at **\$300,000**. Investors will clamor to buy them.

Before the communication event the capital structure of TCRA will be reset. Each of the Big 4 clinical lab automation manufacturers, *Siemens, Abbott, Beckman Coulter Roche*, and a top PE firm will each get **7%** of TCRA shares and early investors **10%**. The remaining **50%** of TCRA shares will be directed to philanthropy including WIRhE and other non-profits.

TCRA is our means of securitization of this royalty cash flow of **~\$1 trillion** in patent royalties to be passed, tax-free to TCRA shareholders over the next 20 years. Just like a CDO, TCRA will bundle royalties from **~50,000 clinical labs** worldwide into a single cash flow obligation for TCRA shareholders. Enforcement of royalty collection is ensured by a single stroke at the point of sale of each new DLA system: **Big 4** commit not to sell lab automation equipment to any clinical lab that has not signed a contract to pay the royalties. This simple measure will make royalty enforcement easy.

The TCRA idea surfaced when it was realized that if Big 4 monetized the Team Conveyer patents instead of current owner TCI, it created an extraordinary opportunity to fund WIRhE's mission of eradicating Rh Disease in the developing world where **140,000** babies are still needlessly dying annually. TCRA would be a very satisfying encore to the successful research at Columbia in the 1960's that eradicated Rh disease in developed countries. **50%** will go charity – WIRhE first in line.

What's in it for **Big 4**? **Big 4** CEOs will be highly motivated by their **28% position** in TCRA that will instantly deliver them **>\$320 billion** in future royalty cash flow. **Big 4** are fortunate that TCI is content to give up **90%** of the royalties, forgoing much greater long-term gains for fast and certain returns.

TCRA shareholders will be free to sell shares because TCRA is a company that does not need working capital. TCRA is asset light: no product, no capital equipment, no expenses, no employees, and no property. It is just a means of securitization of the \$1 Billion cash flow. TCRA stands out as the *sui generis* ODI company (*others do it*)! All heavy lifting, the costs of labor, property, financial analysis, are managed separately by the **Big 4**, willingly, in alignment with their own business interests. TCRA margins are more than **99% EBT**. One or more of the top asset management firms, *Blackstone, Black Rock, Apollo Global Management, KKR, et al*, will be very interested in acquiring up to **7%** of TCRA, and very interested in the ILBOW. **So much money!**

What's in it for TCI and for WIRhE and other charities? TCI will forgo **90%** of the long term wealth that could be generated by the patents. Cash from WIRhE selling TCRA shares is our primary goal. Time is money and babies' lives. With the announcements WIRhE's financial risk is transferred to the limited partner investors. One covenant is set in stone by TCI: **50%** of TCRA shares will go to charity and public services.

How do we make the Big Four aware of their extraordinary opportunity when we have no access to the executives or board members of the Big 4? To get access to Big 4, we plan to allocate **2%** of TCRA, **\$20 billion** royalties, to a top VC firm to sell to a group of

billionaire philanthropists who we will call the *Rh club*. Recruited by the venture capital firm, they will be tasked with making the big four aware of their opportunity and their duty.

One twist in the TCRA story is the *Kitty Genovese* theme where 38 observers in Queens, NY did nothing to help Kitty while she was being raped and murdered. There are certain people that can be identified - they are the CEOs of the **Big 4** - Roche, *Thomas Schinecker*, Abbott, *Robert B. Ford*, Siemens, *Roland Busch*, Beckman Coulter, Danaher, *Rainer Blair*, who are the only people in the world who can make TCRA succeed. It is in their lone hands to save the lives of **140,000 Rh babies** every year, **400 babies** per day. Published stories in the financial press would identify them and what they must do. They can't stand by when they are the only individuals in the world able to save the lives of **140,000 Rh babies** annually. If they stand by and watch **140,000 babies** die every year, the story will put their lack of action squarely in the public eye. Their huge companies cannot appear to look callous. Even more so, they can't afford to miss out on an extraordinarily profitable business and public service opportunity, **\$280 billion net profit, infinite ROI**.

A Wall Street Journal story may be the best way to make **Big 4** aware of their extraordinary business opportunity and their unique duty. This would throw out that gauntlet in front of them. Wall Street stories and books are a very popular genre. In our case a story in the financial press may well provide the impulse that will get TCRA started. Explaining many unfamiliar arcane financial acronyms and practices clearly in the story, makes Wall Street stories accessible and interesting for lay readers. *The Big Short* book and movie were lauded for being able to explain complex financial matters well to lay people. Our obvious ideal writer is Michael Lewis who wrote *The Big Short*. Story writers will conduct live interviews with the **Big 4**, revealing how they decide to engage and how the idea takes shape in their minds. What happens when regulators, investors, analysts, business school professors, and economists challenge each other with this ambitious business plan? The process of seeing these mindsets evolve will be fascinating. Another wrinkle for the TCRA story is that the TCRA idea occurred to the 94-year-old-sole-survivor originator of the idea for the Columbia University and Johnson and Johnson research program that eradicated Rh Disease in the developed world **60 years ago**.

TCRA has a single purpose, funding WIRhE's mission to save **140,000 Rh babies** yearly still dying of Rh Disease in the developing world. In one stroke WIRhE will have a **\$10 billion** cash endowment, more than adequate to complete its humane purpose in perpetuity. The other **\$800 billion** is unexpected gravy.

TCRA will pull off a remarkable exit strategy There will be enough money to fund WIRhE – **140,000 Rh babies'** lives will be saved annually in the developing world. **\$500 billion** cash flow will go to charity and other public causes. DAF allocation ensures long-term philanthropic impact. Adequate funding for **Inga 3** will bring electricity to **600 million** people in Africa. Restoration of America's status as internationalist and defusing its growing isolationism. **Big 4** will have a much-improved line of products to sell. **Big 4** stocks will be handsomely rewarded. Clinical labs can look forward to much improved operations with DLA. The **FDA** will be able to regulate labs in a much better way,

resulting in more reliable lab test results in the future. DLA will be an ideal forum for essential LDT innovations. I have been privileged to be in on the birth of some very big things: RhoGAM , Quest, Dexcom, MLA. TCRA will be by far the biggest one of all. - **Win Win Win .**