Uniqueness of the TCRA Deal

Presently there is a remarkable confluence of **14** extraordinary factors in the huge global clinical lab market, Wall Street, and global public health, a confluence that will never occur again. [i] They make the TCRA deal possible. The TCRA deal is totally *sui generis*. There has never been one like it on Wall Street before in terms of how big and **how fast** it is - up to **$1 trillion** of new wealth creation, Wealth can be created – in **one day**, **$500 billion** for charity, and there is its huge benefit of saving of **140,000** Rh babies lives annually in perpetuity. TCRA is based on our patents tapping the recurring, uncorrelated, assured, **$8 trillion** revenues that global clinical labs will earn anyway in the next 20 years - **$7 trillion f**rom lab tests run automated analyzers. **$5 trillion f**rom lab tests run on DLA automated analyzers TCRA will be one of the biggest deals in Wall Street history.

The single communications event that constitutes the heart of our TCRA idea occurs when the **BIG4** clinical lab automation manufacturer oligopoly, *Siemens, Roche, Abbott, and Beckman Coulter*, announce that they will replace their current global TLA automation systems with patented DLA systems, making DLA the new standard clinical lab automation system in the world. They will also declare that our TCRA patents are powerful and that they can readily collect up to **$1 trillion** in royalties for TCRA shareholders, i.e. - **20%** royalties on the **$5 trillion** that the world's clinical labs will earn from lab tests run on DLA in the next 20 years. Investors will take the **Big4** at their word, developing confidence in the **$1 trillion** royalty cash flow, making TCRA shares extremely valuable immediately. This will enable WIRhE to sell relatively few shares to raise **$10 billion** post the DLA announcements by **Big4**.

We have realized that the TCRA plan is not one to be executed by a small company like TCI. TCI has no capital, no influence on Wall Street and no access to the executives and board members of the Big4. **We have provided the essentials, the idea and the patents.** Now our role is to hand over the project completely to large Wall Street companies and powerful finance industry individuals,

First, we must get one or more powerful Wall Street individuals (Rh club) to pick up the mantle. These affluential billionaire messengers that venture capital will recruit for us who fully understand the deal will carry the TCRA message to the **Big4**. Despite how profitable it will be for these high-finance individuals, their main motivation will be the fact that TCRA is the only way to save the lives of **140,000** babies. They will persuade the Big 4 to make the DLA announcements. Once **Big4** get to appreciate their unexpected fortune, it is a straightforward business decision for **Big4** to proceed.[ii]

The VC and Rh club members must also find investors to buy the TCRA shares post announcements. Because the initial investment is **$20 billion**, they will also have to interest a top private equity firm to have investors ready to invest **$20 billion** post the DLA announcements.

We have challenged experts to find a flaw in the deal once it is in the hands of the big high finance players. No one has been able to come up with a deal breaker.

Another way to get access to the Big 4 and convey the details of the TCRA deal is to get a story written in the financial press. **It is a big story**: our startup's founders now 11 newly minted billionaires, hundreds of billions of dollars created fast, revolutionary improvement in the world's clinical labs, the brainchild of a lone 94 year old inventor with no standing on Wall Street and no access to the Big4, WIRhE saving millions of Rh babies lives in the future, **high finance with a heart**.

One of the most interesting things about the TCRA deal is the inability of most people to believe that it will work. We believe this attitude comes from them seeing it in the context of a small company, not in the hands of major Wall Street institutions. They are right in that case. Also, it is hard for them to see that any deal could be this big. We did not plan big - **it is what it is** - it turned out big. Everyone has to get used to it. As of now we have a small resolute group of believers who will push TCRA forward to save the Rh babies against all odds.

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[i] **List of Confluence of Factors**
1 There is a worthwhile problem to tackle, **400 Rh babies** dying every day.
2 A proven method exists to prevent these deaths.
3 There is WIRhE, a nonprofit fully ready with plans to prevent the **400 deaths** but just needing funding.
4 There is a practical business plan that will generate immediate wealth up to $**1 trillion**.
5 There is TCRA, our company that owns a formidable portfolio of US and international patents on Dark Lab Automation (DLA) that will revolutionize clinical labs worldwide.
6 The clinical lab industry has an assured revenue of **$8.8 trillion** over the **next 20 years**, **90%** of which is obtained from lab tests done on automated clinical lab systems.
7 There are four big companies, *Beckman, Abbott, Siemens and Roche* that are an manufacturer oligopoly with a lock on clinical laboratory automation market worldwide. They have the power to switch the present TLA technology to TCRA's DLA technology covered by TCRA patents.
8 The clinical lab revenues can be made subject to **10-20%** royalties paid to TCRA if the automated systems use TCRA patents.
9 These four huge companies have the power to enforce the collection of **>$800 billion** of royalties earned from the estimated revenue of **$5.3 trillion** for clinical laboratory tests performed by DLA instruments over 20 years.
10 These four firms have significant public relations capacity to make public announcements about switching the world's labs from TLA to DLA. The announcements would reach a wide range of investors willing to bet on the four companies being able to install DLA in the world's labs, immediately raising the company value of TCRA to $300 billion.
11 The CEOs of the four very large powerful companies have the discretion to see the announcements made, which will save the babies' lives.
12 Private equity capital lately is enormous and growing. There are well-established secondary markets that support sales of large private equity assets like TCRA.
13 WIRhE will sell donated TCRA shares for $10 billion upon the increase in TCRA share value, funding WIRhE in perpetuity.
14 There are many philanthropically minded billionaires who will make an early investment in WIRhE's TCRA shares, enough to fund WIRhE for the first year. This Rh club will persuade the four companies to make the announcements which will save the babies' lives.

[ii] **From Big 4's Perspective**
What's in it for the Big 4 automation manufacturers, *Roche, Siemens. Abbott and Beckman Coulter*? Big 4 **are** the only source currently of TLA in the world's clinical lab automation market. Much of the world's clinical lab test volume is run in **Big 4** clients' clinical labs. **Big 4** are a global oligopoly. Big 4 enjoy absolute power to mandate switching the world's clinical labs from current *total lab automation*, TLA, to future TCRA patented *dark lab automation*, DLA. Their oligopolistic power ensues from their all-powerful position in the global clinical lab market.

The Big 4 clinical lab automation manufacturers will each get **10%** of TCRA shares, which will provide each with ownership of **$80 billion** in royalties upon the DLA announcements. Each Big 4 will sell enough TCRA shares after the announcements to completely fund their DLA development, marketing and any other working capital that Big 4 might need. This massive new source of income for Big 4 will reward their stocks handsomely. They have an enormous financial incentive to make the DLA announcements. **Big 4** CEOs will be highly incentivized to make the announcements by their **40% position** in TCRA that will deliver them ownership of **$320 billion** in future royalty cash flow **the next day** after making the DLA announcements.

The **Big 4** will enhance TCRA's value enormously by making the DLA announcements. TCRA will see **$350-400** billion company value on the same day, ironically much larger than any of the Big 4s' own market caps. Each TCRA share will price at **$300,000.** Then upon the commencement of actual royalty cash flows in 2028, projections estimate that each TCRA share will price at **$430,000**. Private equity investors will clamor to buy them.

The Big 4 will publicly frame the DLA announcements as a mission-critical event to fund WIRhE at once and save lives – plus immediate funding of a global-scale public health mission. The financial press is told: immediate value comes from future prospects, not operational success. TCRA company valuation is credible due to Big4's dominance and their power to enforce DLA adoption and royalty collection. The Big 4 will see **$400 billion** in royalties in a DAF for future direction to charity and public service, some of which they will have the opportunity to direct to their own favorite charities.

The Big 4 will each go ahead, independently from TCRA, to follow their own very profitable clinical lab automation business interests. Big 4 will independently develop their own DLAs, yet they're still responsible for ensuring royalties flow back to TCRA. **Big 4** will have a much-improved line of products to sell. Investment in DLA development is only time and energy, as all DLA development costs will be fully funded up front by selling a small percentage of their TCRA shares in burgeoning private equity asset markets after the DLA announcements. Their own DLAs will compete for market share, and they will enter a wonderful new era for the global clinical lab industry. Clinical labs can look forward to much improved operations with DLA. The Big 4 will achieve a historic improvement in clinical lab performance. Another incentive: if any one of the Big4 do not embrace DLA they will lose their entire clinical lab automation market share. **Big 4** stocks will be handsomely rewarded, but most of all, Big 4 CEOs can take full credit personally for saving the lives of **140,000** Rh Babies in each year of the future.

The Big 4 are truly fortunate that TCI is happy to contribute **90%** of their TCRA shares for use in this fashion to ensure funding of WIRhE; forgoing much greater long-term gains. But there is a covenant: **50%** of TCRA shares will be put in a Vanguard DAF to be directed to WIRhE and other charities and public institutions, who will receive **$400 billion** in royalty cash flow, with segments convertible to present value at any time over the next 20 years.

There is no risk to Big 4's current business because they will develop DLA in parallel to TLA. They will run large numbers of tests of all kinds in parallel, get FDA approval before putting DLAs on the market. Clinical labs will do the same, move tests onto DLA and close down TLA only when extensive parallel testing shows DLA is secure.

How will each of BIG4 decide to make DLA announcements? Once BIG 4 have been made aware of their opportunity by the Rh Club members, BIG 4's corporate development executives are on the job, each company independently scrutinizing the DLA deal in detail before deciding to make the DLA announcements. BIG 4 will make a formidable study, reviewing and questioning every line item of the deal, every claim in the patents, each aspect of DLA technology, and every cell in the spreadsheet. They will analyze each facet of the marketing and sales program needed for DLA in large and small clinical labs. They will think deeply on how their longstanding loyal client clinical labs will react to the radical technology of the future. They will tackle head-on how their clinical labs will deal with uncomfortable questions about the expensive new royalties. Their analysis of the straightforward facts of the deal will assure the Big 4 that they can introduce and sell the DLA line profitably and thereby generate billions of dollars of royalties for themselves and TCRA over the next 20 years.

There is no difficulty for the Big 4 in building a DLA system. DLA will use the same analytic methods, the same reagents, the same cuvettes, the same pipettors, the same readers, the same pipette tips, the same fluids, and the same other supplies needed for analytic tests. What is different about DLA is a much simpler method of moving items from A to B. DLA moves items precisely on multiple orthogonal computerized straight line Lazy Susans that we call Team Conveyers instead of complex, expensive robotic arms. A simple, powerful, reliable, low cost, patented system, DLA can move any one of billions of combinations of three items together in seconds. The conveyers are moved, precisely by rack and pinions driven by a software-controlled stepper motors. Not exactly new technology. The rack and pinion was used in China in the 16th century. A Lazy Susan was made for Benjamin Franklin's wife Susan, and the stepper motor was invented about 1918. The patents cover the digital cooperation of these conveyers.

The idea that Big 4 with their decades long experience in clinical lab automation, with their engineering resources, could not easily build DLA is absurd. There will be no difficulty in the big four building a DLA system that will perform lab tests as a functional replica of the well proven current TLA,

An intriguing twist on Big 4 incentives is the *Kitty Genovese theme* where 38 observers did nothing to help Kitty while she was being raped and murdered in Queens, NY. There are certain people that the Wall Street Journal story will identify - 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 will make it clear who they are, 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 WSJ story will put their lack of action squarely in the public eye. Their huge companies cannot appear to look callous. We can throw out that gauntlet in front of them. Even more so, they can't afford to miss out on an extraordinarily profitable business and public service opportunity, **$300 billion** immediate profit, *infinite ROI*. The Wall Street Journal story may be the best way to make **Big 4** aware of their extraordinary business opportunity and their unique duty.

The one and only thing we have to do is somehow get the TCRA message into the minds of the executives and board members of the Big 4, making them aware of their huge financial opportunity and deep civic duty. To make the announcements will then be a very sound business decision for the Big 4.

Key Highlights

- Single communication event ties up all actors and capital in one coordinated move
- Massive leverage based solely on IP rights and future royalty flow
- $350B+ valuation based on royalty projections discounted at 5%
- TCRA funding plan can be completed in two months
- DAF ensures WIRhE funding and $400 billion long-term philanthropic impact

- Infinite ROI for all players except Rh club and limited partners
- 140,000 Rh babies lives will be saved annually in perpetuity