



CASE STUDY

Landing a Series A Investment Round

Cal Poly CIE Small Business Development Center Stewards Mazen Animal Health Towards a \$12 Million Round of Funding



JENNY FILBEY, CEO



Flagship Product

Developing, delivering and commercializing novel biological vaccines

Website

mazenanimalhealth.com

Founders

Jenny Filbey

Mazen Animal Health is a new company focused on developing, delivering and commercializing novel biological vaccines and therapeutics that disrupt the status quo and address complex or unsolved challenges in animal health and protein production. Their first disruptive solution is a reinvention of vaccines with a novel technology platform that will shift the paradigm in disease prevention.

ABOUT MAZEN ANIMAL HEALTH

TRANSFORMING MAIZE INTO THE FUTURE OF VACCINES

The inspiration behind Mazen's company name is their novel platform that uses maize as a biofactory for the production of recombinant vaccines. This unique approach enables oral delivery of vaccines in an edible form with distinct advantages over today's injectables, topicals and water-based orals. Their cross-species platform has the

flexibility to be used in swine, poultry, livestock, aquaculture, pets and wildlife, and has the potential for vaccine solutions for a wide variety of diseases. It has the potential to expand the \$12 billion global vaccine market while dramatically reducing losses.



THE CHALLENGE

Mazen Animal Health has an emerging vaccine based technology. The technology is a game changer in animal health, as you can feed vaccines to animals instead of injecting them. A large farming operation could improve efficiencies, decrease losses from disease, use less antibiotics, improve the safety of workers and animals with room temperature stable vaccines dosed in feed.

The technology platform leverages many years of breakthrough research and development led by John Howard, Mazen Co-founder and world-leading expert in recombinant protein production in plants. Howard has been a guest lecturer at Cal Poly for nearly two decades and developed the technology on campus in the Cal Poly Tech Park with the support of dozens of faculty members and students.

As it became evident that Mazen was transforming into an early stage startup that could disrupt an industry, Co-Founders John Howard, PhD. and Jenny Filbey, PhD. turned to the Cal Poly CIE Small Business Development Center for guidance on capital investment and development of a board of directors with deep experience in animal health.

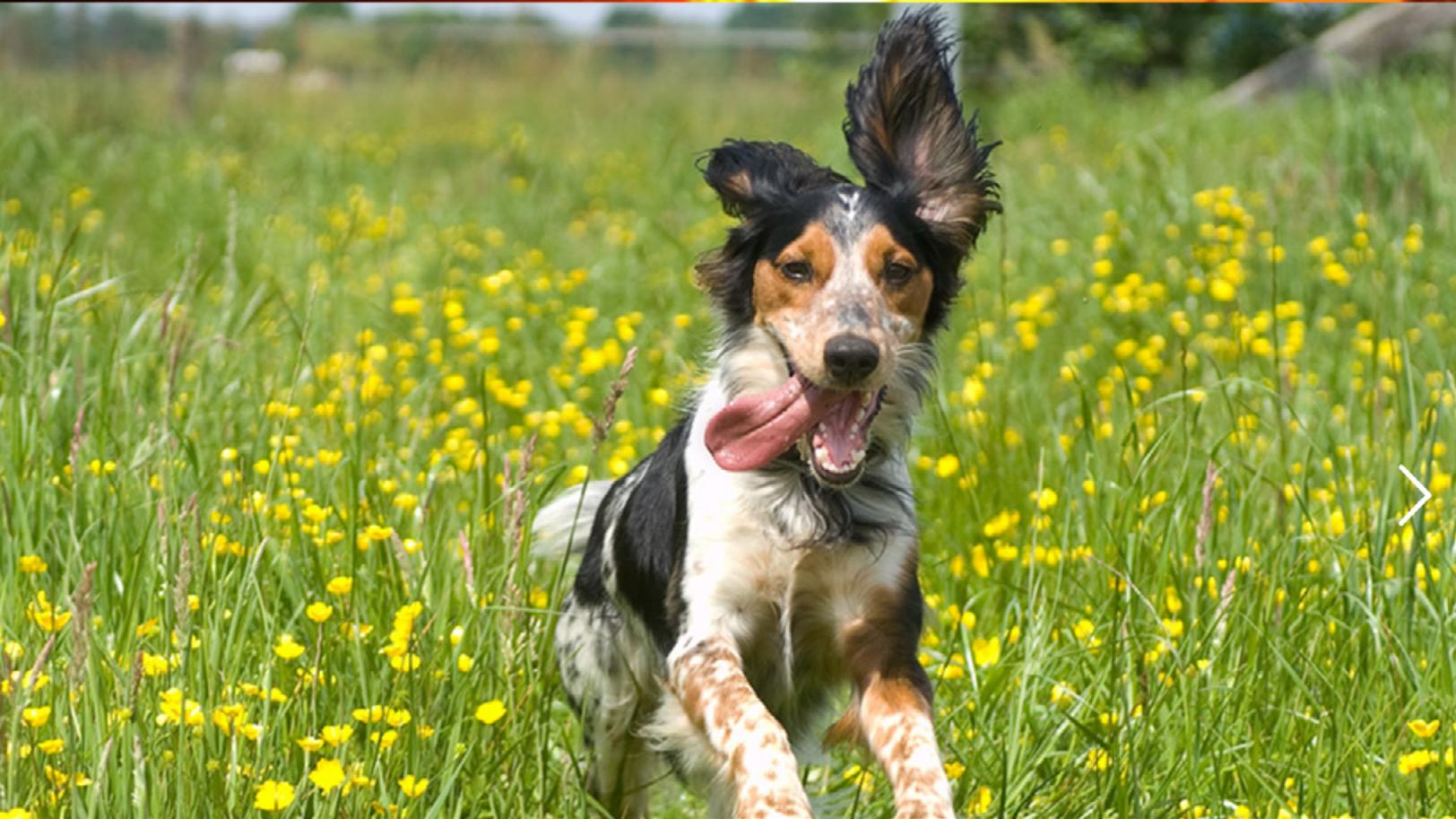
“We needed a partner to help steward our efforts building a board of directors with relevant experience and business acumen. Like many start-ups, we need to pull on our partners and allies in doing so. The Cal Poly CIE Small Business Development Center was crucial in this effort.”

- Jenny Filbey,
Co-Founder and CEO



THE SOLUTION

The Mazen Animal Health leadership met with Judy Mahan, Director of the Cal Poly CIE Small Business Development Center. Together they outlined a plan of attack including coaching, mentoring, pitch feedback and introductions to key investors.



RESULTS

The initial guidance received from the Cal Poly CIE Small Business Development Center in 2016 positioned Mazen Animal Health to be able to advance their technology and ultimately raise \$12 million in a Series A round. The company is now positioned to expand the \$12 billion global vaccine market and dramatically change vaccine delivery for swine, poultry, livestock, aquaculture, pets and wildlife.

- ✔ Initial Angel Round - \$1.3 Million
- ✔ Series Seed - \$2 Million
- ✔ Series A - \$12 M

“Over the years, Judy Mahan and others at the SBDC have provided tremendous support and encouragement to me as the CEO of Mazen. Not only have they provided helpful mentoring and coaching, but also leads to investors which has led to investments in Mazen by several California-based groups.”

- Jenny Filbey,
Co- Founder and CEO



HELPING SMALL BUSINESS OWNERS THRIVE IN SAN LUIS OBISPO COUNTY

The Small Business Development Center (SBDC) promotes the development of technology-focused ventures by providing high-quality business assistance to start-ups and established companies. Our team of 35+ business consultants helps entrepreneurs launch companies, create and retain jobs, and attract capital investment. All services are complimentary to SBDC clients.

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