



AVALON
GLOBOCARE CORP.

Corporate Presentation

January 2024

www.avalon-globocare.com
Nasdaq: ALBT

Forward-Looking Statements

Certain statements contained in this presentation may constitute “forward-looking statements”, which provide current expectations of future events based on certain assumptions and include any statement that does not directly relate to any historical or current fact. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors as disclosed in our filings with the Securities and Exchange Commission located at their website (<http://www.sec.gov>). In addition to these factors, actual future performance, outcomes, and results may differ materially because of more general factors including (without limitation) general industry and market conditions and growth rates, economic conditions, and governmental and public policy changes. The forward-looking statements included in this presentation represent the Company's views as of the date of this presentation and these views could change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date of this presentation.

Corporate Overview and Highlights

Mission: Avalon GloboCare Corp. (Nasdaq: ALBT) is a commercial stage company dedicated to developing and delivering innovative, transformative, precision diagnostics and clinical laboratory services.

History: Founded in 2016; successfully uplisted to Nasdaq in December 2018; Acquired Laboratory Services LLC in October 2022; Headquarters in Freehold, New Jersey; approx. 60 FTEs (including subsidiaries)

Core Technology Platforms:

- Precision diagnostics / clinical laboratory services
- KetoAir™ breathalyzer device nanosensor technology
- QTY protein design platform joint intellectual property with Massachusetts Institute of Technology (MIT)



Management Team with Proven Ability to Deliver

Senior Management Team

David Jin, M.D., Ph.D.

CEO, President, Co-founder, BoD

U.S. Licensed Physician; Former Medical Resident, Fellow and Faculty Member at Weill Cornell Medicine and New York-Presbyterian Hospital; Senior Clinician-Scientist at Ansary Stem Cell Institute; Former CMO of BioTime Inc. and OncoCyte Corporation

Luisa Ingargiola, MHA

CFO, Former CFO and BoD of several U.S. Public companies

Meng Li

COO, Former WPP's Group Company Executive

Board of Directors

Daniel Lu

Chairman of the Board; Serial Entrepreneur

Congressman Billy Tauzin

*Director; Former U.S. Congressman;
Former President of PhRMA*

David Jin, M.D., Ph.D.

Director, Co-founder, CEO, President (Avalon GloboCare)

Tevi Troy, Ph.D.

*Director; Chairman of Nomination/Governance Committees
Former Deputy Secretary of U.S. Human Health Services*

Steven Sanders, J.D.

*Director, Co-Chair of Compensation Committee
Founder of Ortol Rosenstadt Law Firm, NYC*

William Stilley

*Director, Chairman of Audit Committee
CEO of Purnovate, an Adial company (NASDAQ: ADIL)*

Lourdes Felix

*Director,
Chief Executive Officer, Chief Financial Officer and Director of
BioCorRx Inc.*

Overview of Laboratory Services MSO

- Laboratory Services has a state-of-the-art testing facility in Costa Mesa, CA
- Well-established and sustainable reference lab testing infrastructure and client networks; over 600,000 tests completed since inception
- Highly profitable “out-of-network” services (about 90%) combined with high volume “in-network” option for customers
- Strong opportunity to aggregate (“roll-up”) small to mid-size clinical laboratories

Avalon Owns 40% Membership Interest in Laboratory Services MSO

Testing & Services



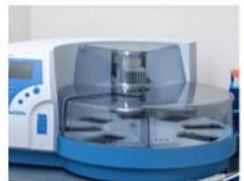
Qualitative Drug Screening



Drug Testing by LCMS



Clinical Chemistry



PCR COVID-19 Testing

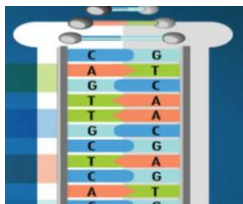


Urine Wellness Testing



Pharmacogenomic (PGx) Testing

Laboratory Services MSO Acquisition



Genetic Testing

- Accelerate precision diagnostics related to better, safer future development of genetic based testing
- Large-scale lab testing related to immune system functionality, pharmacogenomics, toxicology monitoring and immune wellness maintenance
- **Accretive to earnings: achieved audited revenue in excess of \$14 million income and \$6 million of net income in 2022**
- **40% profit sharing arrangement with Laboratory Services MSO is expected to result in significant future cash flow to Avalon**



Lab Services

Laboratory Services MSO: State-of-the-Art Testing Facility in Costa Mesa, CA



Competitive Landscape

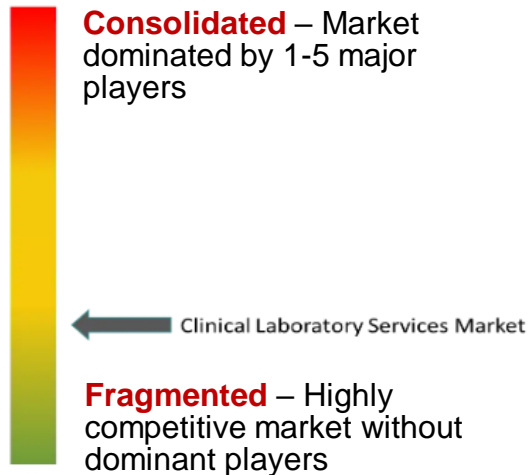
Clinical Laboratory Services Market Leaders

- 1 OPKO Health Inc.
- 2 Quest Diagnostics Incorporated
- 3 LabCorp
- 4 NeoGenomics
- 5 Myriad Genetics, Inc.

*Disclaimer: Major Players sorted in no particular order

- The clinical laboratory services market in the United States is anticipated to grow at a CAGR of 4.2% during the forecast period of 2023-2030, reaching a valuation of US\$ 125.6 Billion by 2030
- The competitive landscape of the US clinical laboratory services market is highly fragmented
- US clinical laboratory services market: a crowded space with the top 15 players holding a 25% market share

Market Concentration



Source: Mordor Intelligence



LS 2022 Financial Highlights and Recent Highlights

2022 Financial Highlights

- Revenue \$14.7 million
- Gross profit \$8.1 million
- Total operating expense \$2.4M
- Net income \$6.3 million

Highlights

- Signed with Genex In-Network Lab
- Expanded into Texas (DE Labs)
- Acquired Merlin DME Labs
- Expanded into LA
- Expanded into Arizona
- Launched proprietary Testing

Laboratory Services MSO- Market Position and Key Differentiators

LS Combines a Robust Lab Platform with Flexible, Catered Service Capabilities

- Unparalleled customer service
- Broad test menu from general bloodwork to anatomic pathology, urine toxicology, and more
- Fast turn-around time
- Highly profitable “Out-of-Network” services combined with high volume “In-Network” option for customers
- Capture over 10% behavioral/drug testing market in the state of CA
- Client-friendly proprietary durable medical equipment (DME) sets



Volatile Organic Compound (VOC) based Nanosensors Technology

Commercialization

Single VOC KetoAir™



U.S. FDA
Registration #
862.1820

- Detect and quantify acetone level in breath (home-use breathalyzer)
- Monitor ketosis state
- For optimization of ketogenic diet
- Bundled with “AI Nutritionist” App

Avalon as exclusive distributor in North America, South America, EU and UK

Strategic Co-development

Multiple VOCs “Breathprint” POCT



- AI-based computational algorithm
- “Breathprint” VOC biomarkers and database
- Single-use sensor cartridge for different disease detection
- Point-of-care portable device

Prototype for early detection of lung cancer

Summary

Laboratory Services and Precision Dx

- Toxicology testing and monitoring
- Development and commercialization of testing kits and systems
- Opportunities of technology transfer and licensing in the areas of laboratory medicine and genetic testing

Avalon has Embarked on Lab Rollup Strategy

Nanosensor Technology

- Detect and quantify acetone level in breath (home-use breathalyzer)
- Monitor ketosis state
- For optimization of ketogenic diet
- Bundled with “AI Nutritionist” App

Exclusive Distributor in N. America, South America, EU and UK

Intellectual Property

- Broad and deep IP assets and portfolio, with patent coverage across a number of key enabling technologies in CellTech and laboratory medicine

Jointly Filed Patents (including USPTO, PCT)

Capitalization

11.0 M

Common Shares Outstanding

\$0.42

Stock Price

1

56.8%

Insider Ownership

4.62 M

Market Cap

1

1. Based on Nasdaq closing price on January 16, 2024



AVALON
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Thank You

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