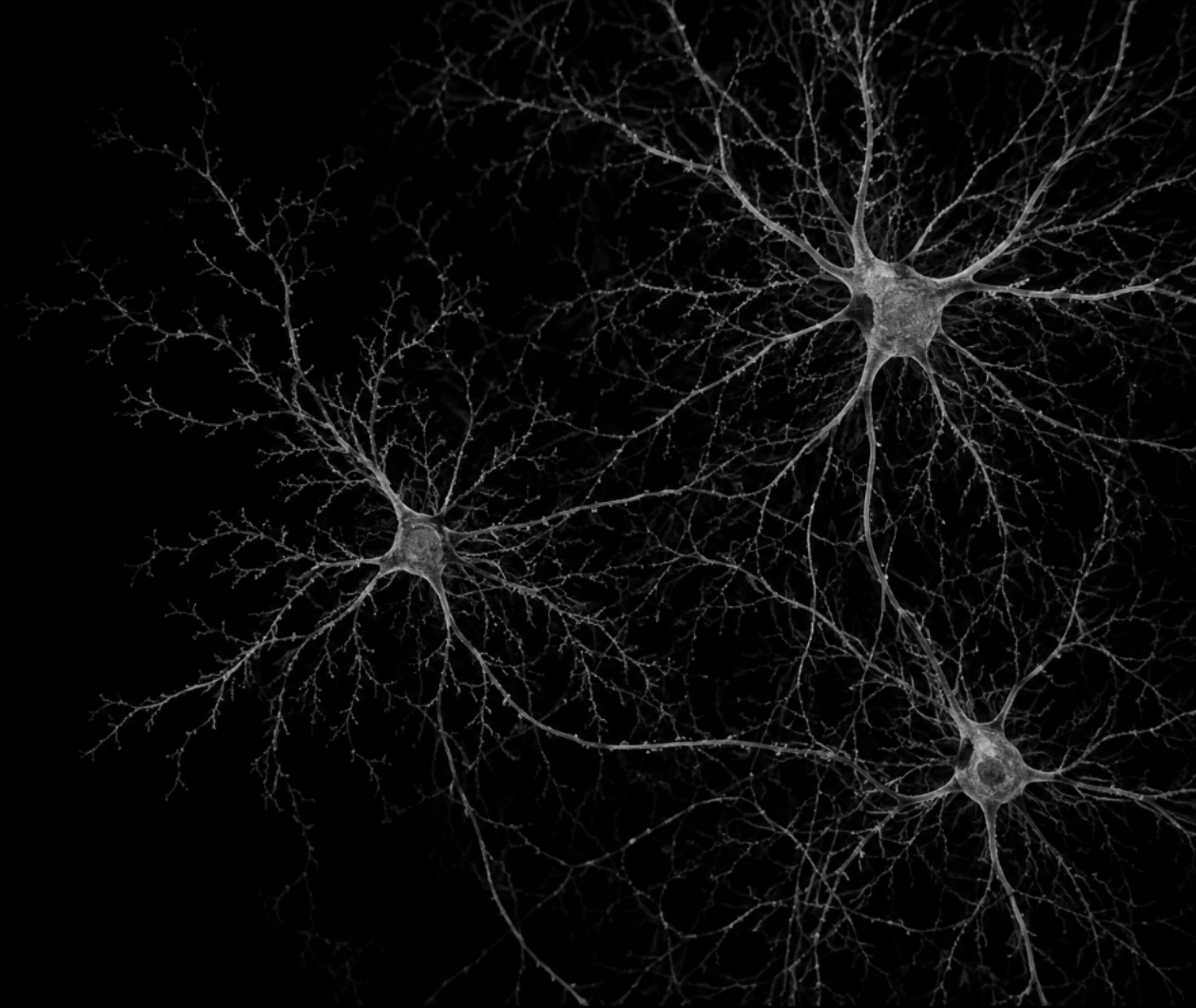


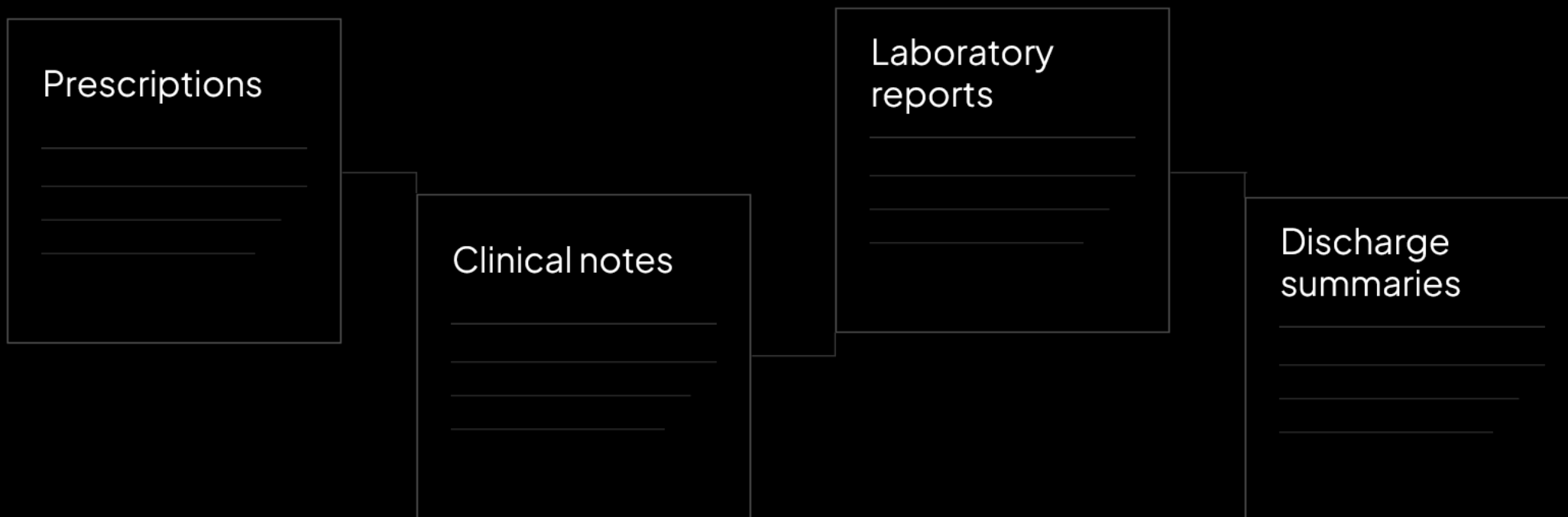
AI systems for
medicine and biology



SUBSTRATE LABS

A patient's history arrives in fragments

Across documents, providers and years of care.



The physician has to reconstruct the clinical story.

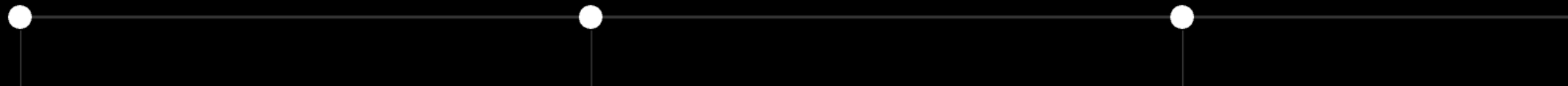
Phase 1: one organised patient history

The product we are preparing for early clinical deployment.

Medical records

Medical meaning

Patient context



Read documents
and handwriting.

Identify medical details
and how they connect.

Build a structured history
with source evidence.

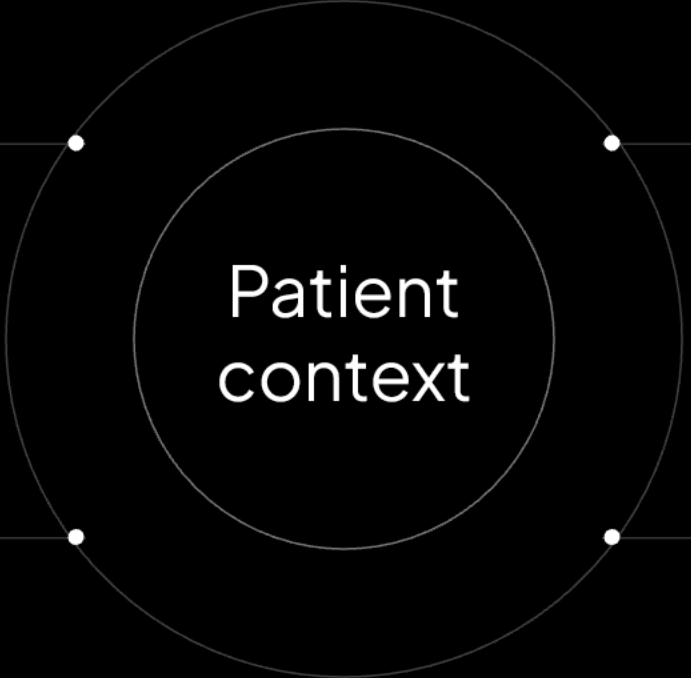
The planned clinical workspace

Timeline & summary

Review clinical events
and the patient's history.

Clinical search

Find medical concepts
across the record.



Patient
context

Report comparison

See how relevant
information changes.

Answers with sources

Trace responses back
to the original evidence.

Connecting details across records

Illustrative medical records

Metformin

•	DOSE	500 mg
•	FREQUENCY	Twice daily
•	INDICATION	Diabetes
•	STARTED	March

HbA1c

8.1%

7.2%

MAY 2026

SEP 2026

Each value stays linked to its source report.

What we use and what we build

Existing tools

Document processing, OCR, handwriting and layout

Substrate

Recognise medical details

Connect events across time

Build a reusable patient history

Product

Deliver it through software and APIs

Every answer needs evidence

The system must show what it knows and what needs review.

Source record

Drug name

Dose and frequency

Date and context

Structured information

Important details link back to the original document.

Uncertain information

Ambiguity stays visible for physician review.

Professional review precedes clinical use.

Who we will sell to first

Start with smaller practices before larger institutional deployments.

- Independent physicians
- Clinics
- Diagnostic laboratories

Expansion

Hospitals and
healthcare organisations

Healthcare software
through APIs

How we plan to earn revenue

Workspace

Software used directly
by healthcare professionals

Subscriptions

Organisation-level contracts

APIs

Medical information processing
inside other software

Usage-based pricing

Enterprise agreements

How we will reach customers

01

Clinical access

Direct relationships
through the founding
team

02

Workflow testing

Observe daily use
and improve the
product

03

Case studies

Document results
for future sales

04

Larger accounts

Institutional sales
and integrations

The longer-term plan

01

Clinical information

Understand the
medical record

CURRENT DEVELOPMENT FOCUS

02 Medical tools

Connect to equipment
with human authorisation

03 Specialised models

Develop models designed
for medicine and biology

04 Connected systems

Bring records, models
and permitted tools together

The founding team

CO-FOUNDERS

Om Rajguru

Yogesh Mainkar

Product & engineering

B.A.M.S. physician

Product architecture, infrastructure,
research direction and company building.

Approximately 20 years in clinical practice.
Patient care and physician workflows.

What the first round would fund

Pre-revenue. Beginning investor conversations.

- Ship Phase 1
- Deploy and evaluate
- Establish recurring revenue
- Begin controlled integrations

Clinical workspace and medical information pipeline

Reliability and usefulness with early clinical users

Pricing validation and paid contracts

Broader capabilities and early medical tool interfaces