

## Capnia Appoints Gina Phelps as Vice President of Sales

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REDWOOD CITY, Calif., July 7, 2014 /[PRNewswire](#)/ -- Capnia, Inc., a privately held maker of diagnostic devices that detect analytes in exhaled breath, today announced the appointment of Gina Phelps as Vice President of Sales, a newly created position. Ms. Phelps brings approximately 25 years of sales experience in the medical devices and diagnostics industry to Capnia. She reports to Anish Bhatnagar, M.D., Chief Executive Officer.

"The addition of Gina Phelps as Vice President of Sales is a significant step forward in the launch of our CoSense™ diagnostic device in the second half of this year, and the commercialization of future diagnostic products based on our Sensalyze™ technology," stated Dr. Bhatnagar. "Gina brings tremendous experience selling point-of-care diagnostics into hospitals and a wealth of relationships. I am excited that she has joined the Company and we look forward to working with her to drive the successful launch of CoSense."

"I am thrilled to be joining Capnia at this important inflection point, as the Company prepares for the commercial launch of CoSense™," said Ms. Phelps. "I believe CoSense is a breakthrough product for aiding in the diagnosis of hemolysis, which is particularly important in infants that present with, or are at risk of developing, jaundice. Hemolysis in the presence of jaundice, if not appropriately diagnosed and treated, may result in a range of neurodevelopmental disorders. CoSense is a novel approach with the potential to significantly improve the standard of care for newborns. I look forward to working with Anish and the entire team to ensure the successful U.S. launch and adoption of this important product."

Prior to joining Capnia, Ms. Phelps had a leadership role in the sales and marketing of VerifyNow at Accumetrics. She had responsibility for sales to hospitals for use in cardiac catheterization labs and core labs until the Company's 2013 acquisition by ICT. Before joining Accumetrics, Ms. Phelps was the National Sales Director for Metrika, Inc., where she led the launch of Metrika's point-of-care diagnostic devices for diabetes management. Metrika was acquired by Bayer Healthcare LLC in 2006. Ms. Phelps continued her sales leadership role for the Metrika products post-acquisition, serving in various positions of increasing responsibility with Bayer Healthcare from 2006 through 2011. She started her career in medical device and diagnostics sales with Roche Diagnostics.

Gina Phelps was a Licensed Practical Nurse and received her B.S. from Utah College of Applied Technology.

### *About CoSense™*

CoSense aids in the diagnosis of hemolysis, a dangerous condition in which red blood cells degrade rapidly. Hemolysis, when it occurs in neonates, can lead to long-term developmental disability. CoSense is 510(k) cleared for sale in the U.S., and received CE Mark approval for sale in the E.U. Capnia anticipates commercializing CoSense in the second half of 2014.

### *About Sensalyze™*

Capnia's proprietary Sensalyze technology provides a novel platform for non-invasive breath monitoring. It overcomes a significant problem in available breath diagnostics - they require breath control and cooperation, and are therefore not useful in babies, young children, or unconscious adults. The Sensalyze technology combines hardware, sensors, and software to allow precise breath sampling in all age groups. Capnia's pipeline of future products includes devices for diagnosing asthma in infants and children, monitoring blood carbon dioxide concentration in neonates, and detecting malabsorption in infants with colic.

### *About Capnia*

Capnia, Inc., a privately held company headquartered in Redwood City, California, develops diagnostics based on its proprietary Sensalyze™ technology for precision metering of gas flow.

### *Forward-Looking Statements*

This communication contains forward-looking statements that are subject to many risks and uncertainties. Forward looking statements include statements regarding our intentions, beliefs, projections, outlook, analyses or current expectations concerning, among other things, our ongoing and planned product development and clinical trials; the timing of, and our ability to make, regulatory filings and obtain and maintain regulatory approvals for our product candidates; our intellectual property position; the degree of clinical utility of our products, particularly in specific patient populations; our ability to develop commercial functions; expectations regarding product launch and revenue; our results of operations, cash needs, and spending of the proceeds from this offering; financial condition, liquidity, prospects, growth and strategies; the industry in which we operate; and the trends that may affect the industry or us.

We may use terms such as "believes," "estimates," "anticipates," "expects," "plans," "intends," "may," "could," "might," "will," "should," "approximately" or other words that convey uncertainty of future events or outcomes to identify these forward-looking statements. Although we believe that we have a reasonable basis for each forward-looking statement contained herein, we caution you that forward-looking statements are not guarantees of future performance and that our actual results of operations, financial condition and liquidity, and the development of the industry in which we operate may differ materially from the forward-looking statements contained in this presentation. As a result of these factors, we cannot assure you that the forward-looking statements in this presentation will prove to be accurate.

Capnia has filed a registration statement for an offering of securities on SEC Form S-1, which you can access at <http://edgar.sec.gov>. You should also read carefully the factors described in the "Risk Factors" section and other parts of any offering prospectus we may in the future distribute, in order to better understand the risks and uncertainties inherent in our business and underlying any forward-looking statements.

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