

Industry: Medical Device

Management:

• **Executive Leadership**

- Tom Wilson, CEO, Co-Founder
 BSE, BSME, MSME
 Start-up experience
 Former VP R&D - Spine Wave
- Marcio Serpa, CBO, Co-Founder
 BSME, MBA
 Owner – iMedical Design Firm
- Doug Meyer, VP Sales/Marketing
 BA Communications
 Start-up experience
 Former AVP Sales – Spine Wave

• **Board**

- Tom Wilson
- Marcio Serpa
- John Pafford, Independent
 Start-up experience
 Co-Founder/CTO – Spine Wave
 Former Exec – Sofamor Danek
 2 additional seats TBA

• **Scientific Advisory Board**

- Liisa Kuhn PhD, UCONN
 Assoc. Head – BME School
- David Shafer DMD, UCONN
 Head – OMF Surgery
 4 additional seats TBA

Legal:

• **Corporate**

- David Menard, Murtha Cullina

• **IP**

- TBA

Finance:

• **Current Investors / Financing**

- Founders \$40k

• **Financing Sought**

- \$2.5M to complete testing, obtain regulatory clearances, commercial launch
- \$1.5M additional to expand operations and attain positive cash flow (expected Q1 2023)

Executive Summary:

Interact Medical is an opportunity to enter the growing area of personalized medicine by providing digital surgical planning services and patient-matched implants for corrective or reconstructive surgery of the face and skull.

Company History:

The company was formed in July of 2019 with the intent to become the only medical device OEM to focus solely on patient-matched (PM) implants for surgery of the face and skull through an individualized design service leveraging virtual/augmented reality coupled with expedited delivery of 3D-printed implants in innovative materials that will provide improved clinical results and reduced cost of care.

Market Opportunity / Unmet Need:¹

The US craniomaxillofacial (CMF) implant market is forecast to grow from \$1.5B currently to \$2.2B by 2026 (6% CAGR) with the patient-matched segment showing the most growth. Patient-matched service is appearing in virtually every sector of medicine but only 30% of CMF cases are currently performed with PM implants. There are significant clinical and cost benefits to PM implants stemming from reduced operating time, improved outcomes and reduced complications. Savings are estimated in the range of \$5000-\$10,000 per case and more than \$1.5M annually for an average hospital. Yet no company is focused on this portion of the market and the segment is hungry for improved service. Recent progress in additive manufacturing for clinical implants is opening a window of opportunity to enter this market as a focused service leveraging the speed, flexibility and cost of 3D-printing. We believe the volume of patient-matched procedures is poised to potentially triple over the next 7 years growing from \$500M to \$1.5B over that period.¹

Competition:¹

There are a handful of competitors in the current \$1.5B US CMF market, including Stryker, J&J, Zimmer Biomet, KLS Martin and OsteoMed. These businesses are built around standard implants and none of these competitors are focused on the patient-matched market. Most of this work is contracted out to 3rd-party patient-matched implant operations.

Products/Services:

Interact Medical will focus on a patient-matched service and improve the current state of the art by:

- Providing a dedicated design service integrated with virtual/augmented reality to improve and streamline the process.
- Expediting delivery times through 3D-printing to open new markets such as trauma to the benefits of PM implants
- Introducing innovative 3D-printed metals, ceramics, polymers and resorbables to open new applications in neurologic, oncology, cosmetic and pediatric cases

Commercial / Technical Milestones:

The goal is to establish a technical design headquarters in the New Haven area leveraging manufacturing, academic and regulatory partnerships in the Connecticut/New England area. Proof of concept prototypes have been produced and key partnerships have been identified and vetted. Class 2 regulatory clearance and commercial launch is expected in 12-15 months.

Intellectual Property:

A provisional utility patent is currently in draft.

Financial Projections (Unaudited):

	2020	2021	2022	2023	2024
Revenue (\$M)	0	1.6	8.1	15.0	26.2
Gross Profit (\$M)	NA	1.3	7.1	13.2	23.1
Gross Margin (%)	NA	81	87	88	88

¹Sources: Global Market Insights, Marketwatch, Grand View Research