

Unisoft Medical Corporation
 65 New Litchfield Street
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 Stacey duBell Mileti, CEO/COO
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Industry: Healthcare

Executive Management:

Stacey duBell Mileti, Founder, CEO
30+ years executive management experience in manufacturing, 1 US patent

Bob Mileti, Founder, CTO
40+ years industrial design experience, prolific innovator with 24 US Patents, Developer of Unisoft's proprietary technology platform

Seeking to fill additional roles:
 CFO
 VP Sales

Board of Directors:

Daniel Dechamps - *Entrepreneur, Industrial Machines, CEO Trumpf (former)*
 Linda Howard-Sorrell - *Chief HR Officer, BT Americas (retired)*
 Henry Huidekoper - *Entrepreneur, Architectural Sales*
 Michael Regan - *Managing Director, R.W. Pressprich & Co*

Scientific Advisory Board:

Seeking Members

Number of Employees: 6

Finance:

Accounting/Tax: John Kiley

Funding to Date:

CT Innovations: \$150K
 Angel: \$2MM

Financing Sought: \$1.5MM

For: Build Sales Team
 Develop Sales Models
 Ramp Production
 Fund Studies & Trials
 Operating Costs
 IP

Intellectual Property:

11 US Patents & Trade Secrets
 St. Onge, Steward, Johnston, & Reens

Legal:

Zangari, Cohn, Cuthbertson

Business Description / Company Background:

Unisoft Medical is a healthcare company dedicated to improving patient safety, care, and comfort with Guaranteed Clean™ single-use recyclable wound care and infection prevention products. Our first product is the Unisoft One Mattress System. In 2015, Unisoft Medical was spun off Trlby Innovative, LLC, (also founded by Bob and Stacey) a product development company with extensive IP around the design and manufacture of products made from plastic films.

Market Opportunity / Unmet Need:

Published studies and government data show that 30% of healthcare mattresses are contaminated (UMASS Mem Med Ctr, Xavier University), 100,000 patients die each year from healthcare associated infections (Public Health Reports), and 2.5 million patients are afflicted with bedsores (AHRQ). Existing products make matters worse; although hospital mattresses are reused, often for years and by hundreds of patients, they can't be cost-effectively disinfected, and most don't prevent or treat bedsores. 32 million patients are admitted to hospitals and nursing homes every year and each one deserves a germfree therapeutic mattress (AHA, CDC). For reference, the current spend on reused mattresses is \$6.5 billion, and we estimate the market potential for the Unisoft One to be equivalent.

Products / Launched & Pipeline:

Our first product, the Unisoft One Mattress System, provides infection prevention, prevents and treats bedsores, is cost-effectively single-patient-use, and recyclable. It's suitable for use in all healthcare facilities and patients' homes. Follow-on products include wheelchair cushions, critical care mattresses, stretcher pads, patient transfer, thermoregulation, and sequential compression devices, and product line extensions into bariatric sizes.

Commercial / Technical Milestones:

Achieved: Product testing for safety, efficacy, and durability; reimbursement code; design and build of proprietary mattress manufacturing equipment; IP protection; successful pilot in four VA systems; concept development for higher-speed Gen 2 manufacturing equipment; functional prototypes for follow-on products. Underway: commercial launch into long term care facilities.

Competition / Competitive Advantages / Customer Benefits:

Stryker, Hill-Rom, Arjo, and Invacare dominate the reused healthcare mattress market. Unisoft Medical is the first and only company offering a single use and recyclable mattress system. Our proprietary manufacturing platform and patents give us defensible advantages in product metrics including efficacy, comfort, infection-prevention, cost-efficiency, and sustainability. There are many opportunities for global expansion.

Financial Forecast (Unaudited):

Sales: US; VA, Long Term Care, Acute. Each sector has different pricing models and sales ratios of system components (mattresses, pumps.). Years 1- 4 growth is from expansion of VA & LTC sales in regional markets. Year 5 growth is from national rollout in all sectors (incl. Acute,) supported by faster Gen 2 equip. Projected Unit sales increase from 1,900 Year 1 to 66,000 Year 5, out of a total addressable market of > 32 million admissions.

	Year One	Year Two	Year Three	Year Four	Year Five
Revenues	\$1,054,000	\$1,692,000	\$3,085,000	\$5,512,000	\$23,227,000
Growth		61%	82%	79%	321%
GP	\$830,000	\$1,309,000	\$2,394,000	\$4,306,000	\$20,237,000
GM	79%	78%	78%	79%	87%