MEDICAL

Business Overview

Management & Key Personnel

Tomas Levinton, CEO

- Executive with more than 15+ years of sales, marketing, operations experience in medical device industry; Twins & Martin

Mauro Levinton, COO

- Ex-consultant for Medtronic, Endologix, Bolton Medical (acquired by Terumo), 25+ years in manufacturing, sales, operations; Levbeth Medical

Chuck Bagwell, President

- Executive/Entrepreneur with 30+ years of management experience in large as well as startup organizations such as NCR, APPLE Computer & Ingram Industries

Robert Crawford, CMO & Senior VP, Latin America

- Board certified vascular surgeon and intensive care unit specialist, past associate professor at major academic center, past chair of international committee of the Society for Vascular Surgery

Board of Directors

David Martin

- RN Chairman & Founder Basis Medical, Former CEO of Veininnovations with 40 years of clinical practice

Chuck Bagwell

- Executive/Entrepreneur with 30+ years of Administrative, Sales and Operational management experience in large as well as startup organizations such as NCR, APPLE Computer & Ingram Industries

Mauro Levinton

- Former CEO of Levbeth Medical, Ex-consultant for Medtronic, Endologix, Bolton Medical (acquired by Terumo)

Larry Tedesco

- Accomplished senior manager with extensive experience in intellectual property. Currently, Managing Director at Berkeley Research Group

Kendrick Smith

- Attorney at Law; Partner, Jones Day (Retired)

Dr. Carlos Franco

- Board Certified Medical Oncology, Hematology and Internal Medicine. Member of the American Society of Hematology and the American Society of Clinical Oncology, and a Fellow of the American College of Physicians.

Dr. Jim Elsey

- Professor of Surgery at at Medical University of South Carolina. Member of the American Board of Medical Examiners and the American Board of Surgery. Executive committee American College of Surgeons. Military Service (Army National Guard, Chief of Surgery 177 MASH)

Mission and Strategy

To advance the next generation of painless and cost-effective vein ablation solutions, benefiting patients being treated for **chronic venous insufficiency (CVI)**, the physicians who care for them, and the payers that help make such solutions broadly accessible.

BASIS Medical has invented the **Seclusion™** catheter that meets the ever-increasing demand for a comfortable, safe, effective, **non-thermal**, and **non-tumescent** vein ablation device for the treatment of chronic venous insufficiency disease of the leg.

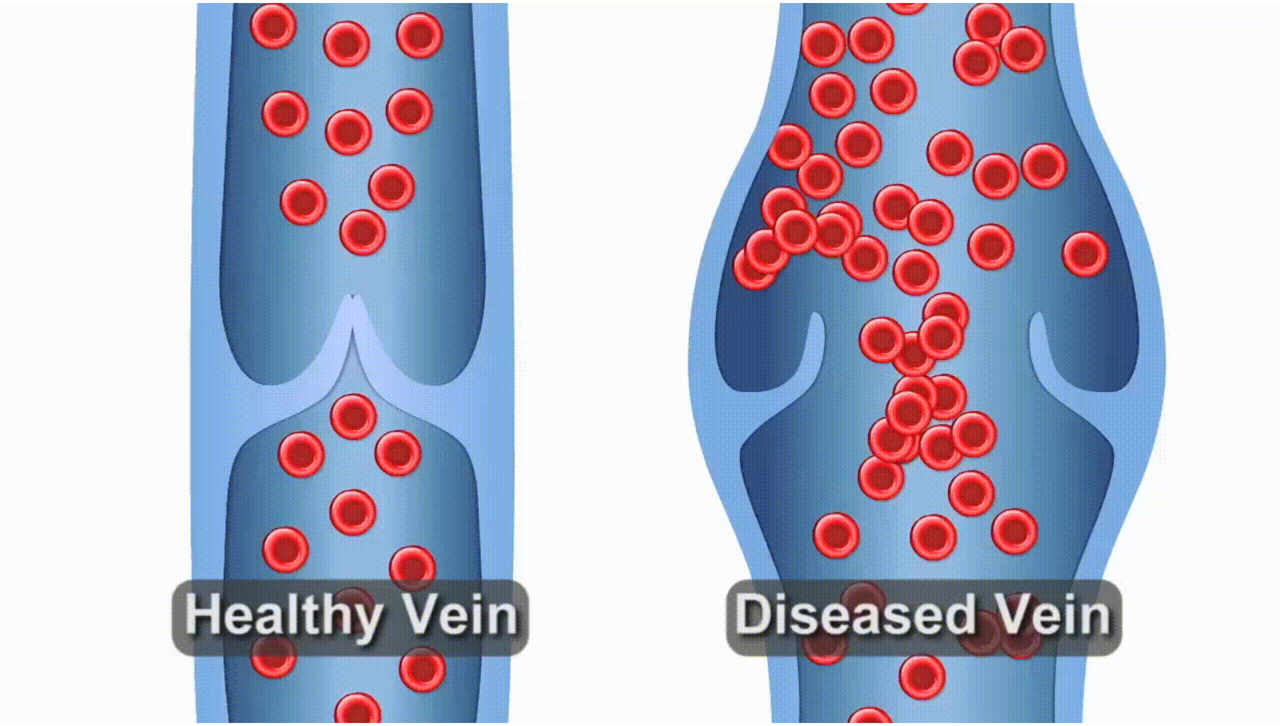
Our strategy is to leverage our relationships and opportunities internationally to manufacture our products in Mexico with significant cost advantages and avoid direct sales and associated expenses!

The Problem

Chronic venous insufficiency (CVI) is a condition that occurs when the venous wall and/or valves in the leg veins are not working effectively, making it difficult for blood to return to the heart from the legs due to gravity. CVI causes blood to pool or collect in these veins.

A recurring theme at vascular meetings raised by physicians providing vein care includes continual improvements in treating patients suffering from chronic venous insufficiency (CVI). Patients have also been asking for a less painful procedure.

The Cleveland Clinic estimates that 40% of people in the United States have CVI. It occurs more frequently in people over age 50, and more often in women than in men.



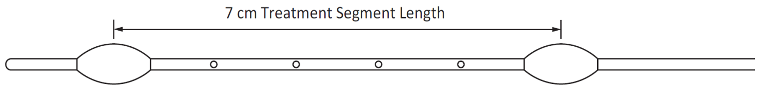
The Solution

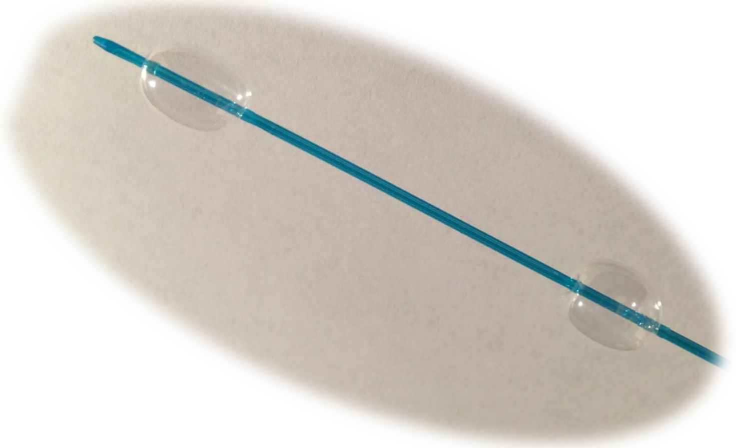
<u>**B**alloon **A**ugmented **S**egmental **I**ntraluminal **S**eclusion</u>

An endovenous, chemical ablation procedure for the treatment of superficial venous insufficiency, which uses a dual-balloon system (7 cm apart). These two balloons are inflated to isolate (seclude) a specific segment of a diseased blood vessel, remove the blood therein, infuse an FDA approved ablative Agent (sclerosant) for a specified period of time, then remove the sclerosant, and finally, deflate the balloons and reposition the catheter for the next treatment segment of diseased vein. Only 1 needle is required to gain access to the diseased vein.

The **Seclusion™** Catheter will be the first such device offered providing a **safe, effective, painless, non-thermal, and non-tumescent** vein ablation device for treating CVI in the leg.

The Seclusion™ Catheter is indicated for the localized infusion and aspiration of various therapeutic and diagnostic agents in isolated segments of the peripheral venous vasculature. The Seclusion™ Catheter may be repositioned for multiple treatments with the same patient.





Global Market

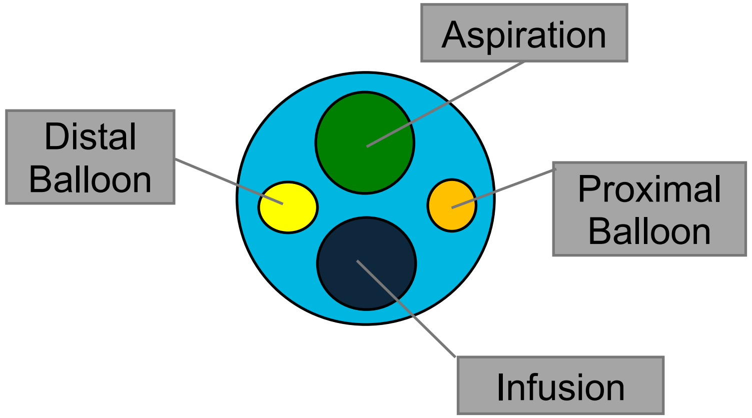
The value of the global venous disease treatment market stood at US$ 5.9 Bn in 2021. The market is anticipated to develop at a CAGR of 6.8% during the forecast period, from 2022 to 2031. The global market size for varicose vein treatment is likely to surpass value of US$ 11.3 Bn by 2031.[1]

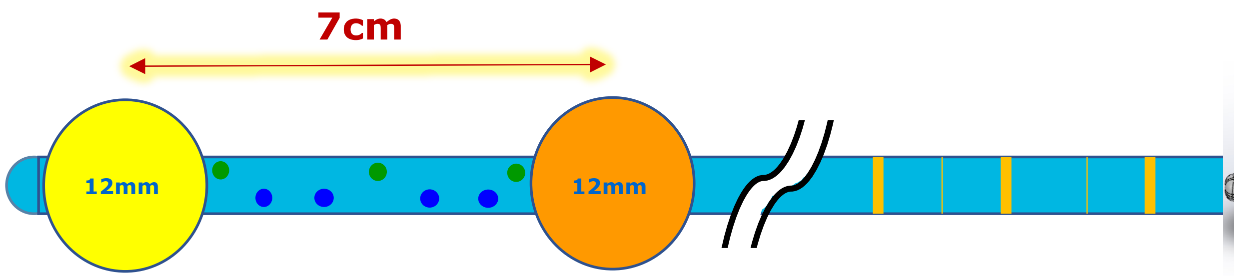
An estimated 30-35 million people in the US have CVI of the legs[2] (3 times more prevalent than heart disease)

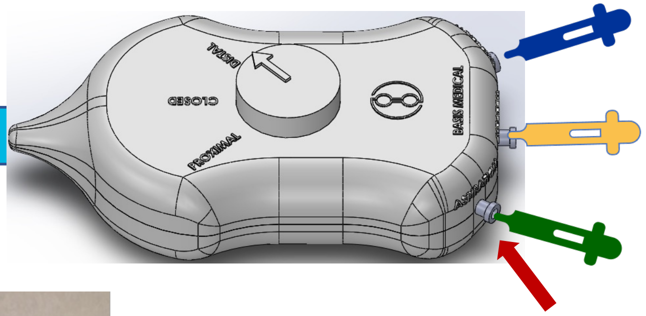
1: https://www.bloomberg.com/press-releases/2022-07-25/venous-diseases-treatment-market-is-estimated-to-develop-at-a-cagr-of-6-8-during-the-forecast-period-notes-tmr-report
2: Brand FN, Dannenberg AL, Abbott RD, Kannel WB. The epidemiology of varicose veins: the Framingham Study. Am J PrevMed 1988; 4(2):96-101 Coon WW, Willis PW, Keller JB. Venous thromboembolism and other venous disease in the Tecumseh Community Health Study Circulation 1973; 48:839-846

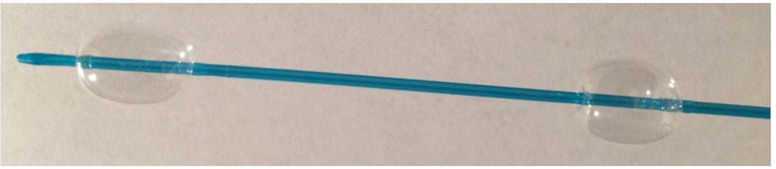
Seclusion™ Catheter

- 85cm Length, 7fr
- 7 and 3.5cm Marker Bands
- 4 Lumens
- 2 Balloons, 7cm Apart (12mm Diameter)
- **<u>3 Aspiration</u>** and **<u>4 Infusion</u>** Openings
- Hand Controller
- Accommodates an 0.014 or 0.018 Guidewire









Competitive Landscape

Therapy Type	Manufacturer	Shortcomings
Vein Stripping	Several companies	Invasive, requires surgery and anesthesia, long recovery time, high recurrence rate
Endovenous Laser Vein Ablation	Several companies	Many painful needle sticks, unsafe to use below the knee, toxicity of tumescent anesthesia, tissue/nerve damage from heat (600° F)
Endovenous Radio Frequency Vein Ablation	Medtronic ClosureFast	Many painful needle sticks, unsafe to use below the knee, toxicity of tumescent anesthesia, tissue/nerve damage from heat (250° F)
Ultrasound Guided Injection Sclerotherapy	Angiodynamics, Dornier, Total Vein Systems, Candela Medical, Sciton	Sclerosant remains in the body which has toxicity issues, low efficacy treating larger veins
Glue	Medtronic VenaSeal	Permanent implant, foreign body (implant) reaction is unknown, arduous procedure
Balloon Catheter	I-VASC	Not commercially available

Competitive Landscape

Physician/Patient Needs	Seclusion™	RF	EVTA
Safe	✓	✓	✓
Effective	✓	✓	✓
Painless	0-1[b]	1[a]	3[a]
Non-thermal	✓	X	X
Non-tumescent	✓	X	X

a: Radiofrequency Ablation vs Laser Ablation of the Incompetent Greater Saphenous Vein, ClinicalTrials.gov, May 14, 2018

b: Endovenous Occlusion Using a New Chemical Agent (Non-Thermal), Non-Tumescent Catheter Delivery System Under Duplex Guidance to Eliminate Saphenous Vein Reflux: Initial Findings
David A. Martin, R.N. and Darrell Caudill, M.D., F.A.C.S., VeinInnovations, Atlanta, GA

Venous Med Device M&A Activity

Date	Product	Target	Acquirer	Transaction Value
2009	ClosureFast	VNUS Medical Technologies, Inc.	Covidien/Medtronic	$440M
2015	Venaseal	Sapheon, Inc.	Covidien/Medtronic	$108M + additional milestone payments of up to $130M
2019	ClariVein	Vascular Inisights, LLC.	Merit Medical	$40M + additional milestone payments of up to $20M
2021	Venclose System	Venclose, Inc.	Becton Dickinson	Undisclosed but we estimate $200M+

Reimbursement

All Vein Ablation Therapies are currently covered under Medicare and most private insurance plans. The national Medicare codes and average reimbursement rates are as follows:

Therapy	CPT Code(s)	Medicare Reimbursement (First Vein Treated/Subsequent Veins Treated)
Radio Frequency	36475/36476	$1,692/$328
Laser	36478/36479	$1,350/$347
Clarivein®	36473/36474	$1,684/$309
UGS: (Other than Varithena)	36470/36471	$118/$87
UGS: Varithena	36465/36466	$1,774/$1,854 (Multiple Veins)
VenaSeal (Glue)	36482/36483	$2,362/$160
Seclusion™ (Unlisted)*	37799	$2,500-$4,500 (estimated)

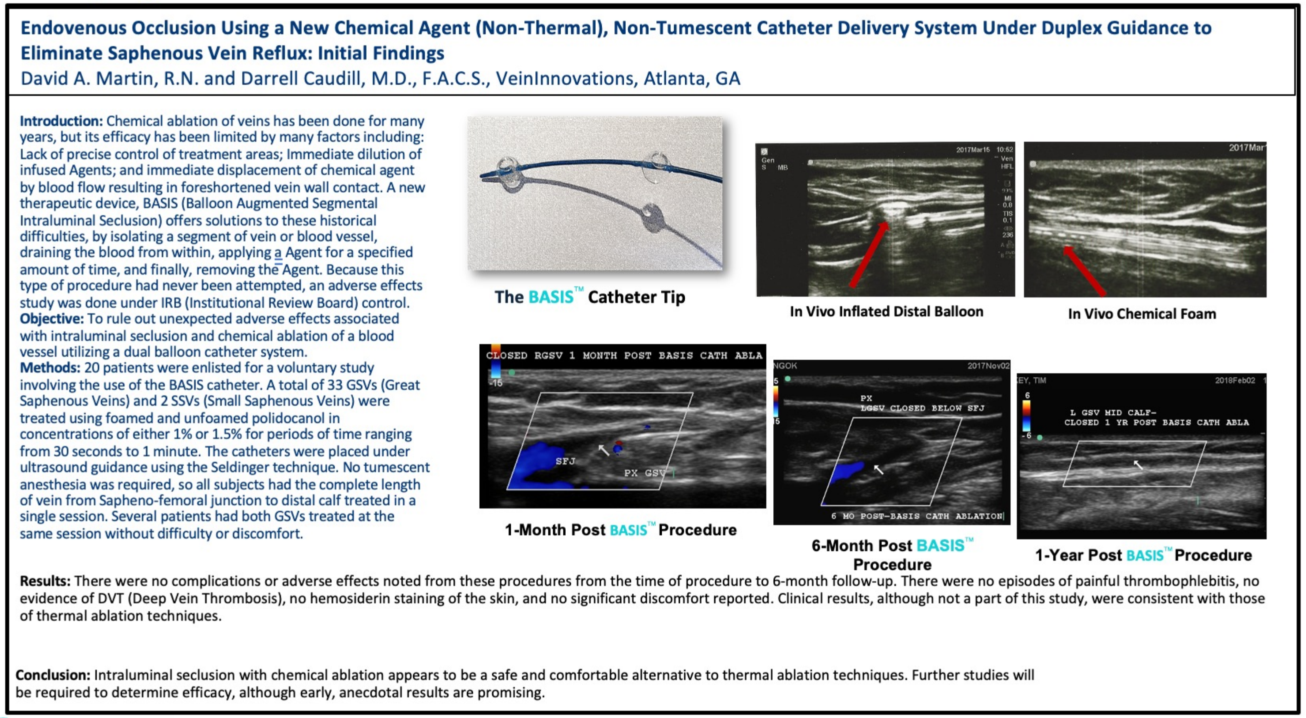
*Calculated based on estimated RVUs compared with alternative procedures

Regulatory Timeline

- **Q1 2024** – FDA 510(K) APPROVAL
- **Q2 2024** – COFEPRIS, ANMAT, INVIMA APPROVAL
- **2025** – ANVISA APPROVAL
- **2026** – CE MARK, SHONIN APPROVAL

Human Safety Trials

- Under FDA requirements, prototypes of the Seclusion™ catheter were studied in 20 humans at VeinInnovations under an Institutional Review Board (IRB).
- From February 2nd - May 15th, 2017, 35 vein segments (28 procedures, because 8 patients had 2 vein segments treated during the same procedure) were treated with the Seclusion™ catheter.
- The results documented zero adverse events for all vein segments treated with Seclusion™ at 48-hour, 1-month, and 6-month follow-up appointments.
- NOTE: Although not officially part of the clinical study, initial results demonstrate excellent clinical outcomes and high patient satisfaction.
- Further detailed clinical studies are needed to confirm clinical outcomes and patient satisfaction.



Endovenous Occlusion Using a New Chemical Agent (Non-Thermal), Non-Tumescent Catheter Delivery System Under Duplex Guidance to Eliminate Saphenous Vein Reflux: Initial Findings

David A. Martin, R.N. and Darrell Caudill, M.D., F.A.C.S., VeinInnovations, Atlanta, GA

Introduction: Chemical ablation of veins has been done for many years, but its efficacy has been limited by many factors including: Lack of precise control of treatment areas; Immediate dilution of infused Agents; and immediate displacement of chemical agent by blood flow resulting in foreshortened vein wall contact. A new therapeutic device, BASIS (Balloon Augmented Segmental Intraluminal Seclusion) offers solutions to these historical difficulties, by isolating a segment of vein or blood vessel, draining the blood from within, applying a Agent for a specified amount of time, and finally, removing the Agent. Because this type of procedure had never been attempted, an adverse effects study was done under IRB (Institutional Review Board) control.

Objective: To rule out unexpected adverse effects associated with intraluminal seclusion and chemical ablation of a blood vessel utilizing a dual balloon catheter system.

Methods: 20 patients were enlisted for a voluntary study involving the use of the BASIS catheter. A total of 33 GSVs (Great Saphenous Veins) and 2 SSVs (Small Saphenous Veins) were treated using foamed and unfoamed polidocanol in concentrations of either 1% or 1.5% for periods of time ranging from 30 seconds to 1 minute. The catheters were placed under ultrasound guidance using the Seldinger technique. No tumescent anesthesia was required, so all subjects had the complete length of vein from Sapheno-femoral junction to distal calf treated in a single session. Several patients had both GSVs treated at the same session without difficulty or discomfort.

The BASIS™ Catheter Tip

In Vivo Inflated Distal Balloon

In Vivo Chemical Foam

1-Month Post BASIS™ Procedure

6-Month Post BASIS™ Procedure

1-Year Post BASIS™ Procedure

Results: There were no complications or adverse effects noted from these procedures from the time of procedure to 6-month follow-up. There were no episodes of painful thrombophlebitis, no evidence of DVT (Deep Vein Thrombosis), no hemosiderin staining of the skin, and no significant discomfort reported. Clinical results, although not a part of this study, were consistent with those of thermal ablation techniques.

Conclusion: Intraluminal seclusion with chemical ablation appears to be a safe and comfortable alternative to thermal ablation techniques. Further studies will be required to determine efficacy, although early, anecdotal results are promising.

Seclusion Catheter Commercial Launch

Latin America product launch anticipated Q3 2024

- Focus on markets with strong relationships and rapid product registration
  - Argentina
  - Brazil
  - Colombia
  - Chile
  - Mexico

US market product launch anticipated 2025

- Identify strategic partner

CE mark product Launch anticipated 2026

- Standard distribution relationships

Growth Roadmap

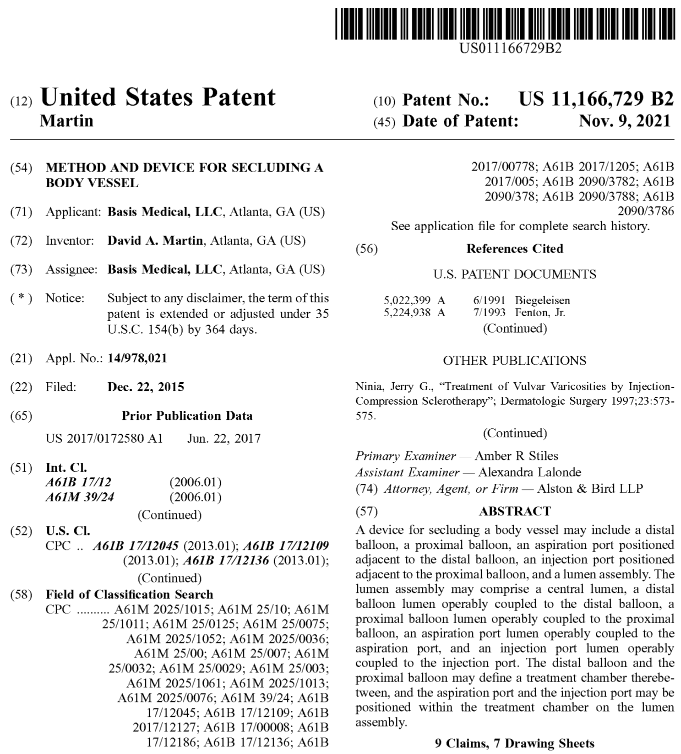
Q3 2024	2025	2026	2027
Mexico + LA/SA Commercial Launch	US Commercial Launch	CE Mark Approval and European Commercial Launch	Merger or Acquisition (M&A) by a bigger corporation

Intellectual Property

BASIS Medical has filed for United States and International patent protection (for device AND method) on the Seclusion™ Catheter.

To date, Basis has been granted 5 Patents. A complete list of published and pending patent applications can be seen on the following page.

- ❖ U.S. Patent No. 11,166,729
- ❖ U.S. Patent No. 11,083,463
- ❖ U.S. Patent No. 11,571,217
- ❖ U.S. Patent No. 11,666,744
- ❖ CA Patent No. 2,986,475


US011166729B2

(12) United States Patent
Martin

(10) Patent No.: US 11,166,729 B2
(45) Date of Patent: Nov. 9, 2021

(54) METHOD AND DEVICE FOR SECLUDING A BODY VESSEL

(71) Applicant: **Basis Medical, LLC**, Atlanta, GA (US)

(72) Inventor: **David A. Martin**, Atlanta, GA (US)

(73) Assignee: **Basis Medical, LLC**, Atlanta, GA (US)

(*) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 364 days.

(21) Appl. No.: **14/978,021**

(22) Filed: **Dec. 22, 2015**

(65) **Prior Publication Data**

US 2017/0172580 A1 Jun. 22, 2017

(51) **Int. Cl.**
A61B 17/12 (2006.01)
A61M 39/24 (2006.01)
(Continued)

(52) **U.S. Cl.**
CPC .. ***A61B 17/12045*** (2013.01); ***A61B 17/12109*** (2013.01); ***A61B 17/12136*** (2013.01);
(Continued)

(58) **Field of Classification Search**
CPC A61M 2025/1015; A61M 25/10; A61M 25/1011; A61M 25/0125; A61M 25/0075; A61M 2025/1052; A61M 2025/0036; A61M 25/00; A61M 25/007; A61M 25/0032; A61M 25/0029; A61M 25/003; A61M 2025/1061; A61M 2025/1013; A61M 2025/0076; A61M 39/24; A61B 17/12045; A61B 17/12109; A61B 2017/12127; A61B 17/00008; A61B 17/12186; A61B 17/12136; A61B 2017/00778; A61B 2017/1205; A61B 2017/005; A61B 2090/3782; A61B 2090/378; A61B 2090/3788; A61B 2090/3786

See application file for complete search history.

(56) **References Cited**

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5,022,399 A 6/1991 Biegeleisen
5,224,938 A 7/1993 Fenton, Jr.
(Continued)

OTHER PUBLICATIONS

Ninia, Jerry G., "Treatment of Vulvar Varicosities by Injection-Compression Sclerotherapy"; Dermatologic Surgery 1997;23:573-575.

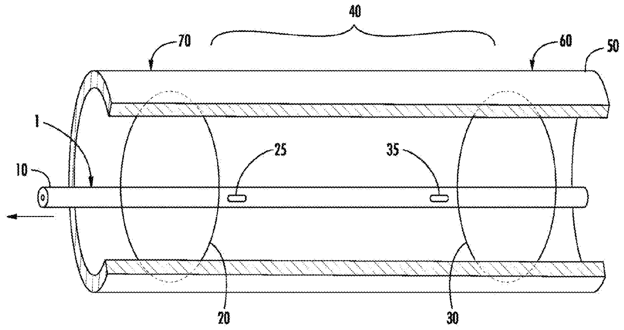
(Continued)

Primary Examiner — Amber R Stiles
Assistant Examiner — Alexandra Lalonde
(74) *Attorney, Agent, or Firm* — Alston & Bird LLP

(57) **ABSTRACT**

A device for secluding a body vessel may include a distal balloon, a proximal balloon, an aspiration port positioned adjacent to the distal balloon, an injection port positioned adjacent to the proximal balloon, and a lumen assembly. The lumen assembly may comprise a central lumen, a distal balloon lumen operably coupled to the distal balloon, a proximal balloon lumen operably coupled to the proximal balloon, an aspiration port lumen operably coupled to the aspiration port, and an injection port lumen operably coupled to the injection port. The distal balloon and the proximal balloon may define a treatment chamber therebetween, and the aspiration port and the injection port may be positioned within the treatment chamber on the lumen assembly.

9 Claims, 7 Drawing Sheets



Reference #	Country ID	Title	Serial #	Filed Date	Publication #	Publication Date	Patent #	Issue Date	Status
048316-000002	US	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	14/978,021	12/22/2015	US 2017-0172580 A1	06/22/2017	11,166,729	11/9/2021	ISSUED
048316-000003	WO	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	PCT/US16/33510	05/20/2016	WO 2016/187530	11/24/2016			NAT PHASE
048316-000004	CA	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	2986475	05/20/2016			2986475	9/15/2020	ISSUED
048316-000005	EP	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	16727071.9	05/20/2016	EP3297546	03/28/2018			PUBLISHED
048316-000006	HK	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	HK18111000A	05/20/2016	HK1251866	04/26/2019			PUBLISHED
048316-000007	US	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	15/929,937	05/29/2020	US 2020-0289127 A1	09/17/2020	11,571,217	2/7/2023	ISSUED
048316-000009	US	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	16/276,884	02/15/2019	US 2019-0209176 A1	07/11/2019	11,083,463	8/10/2021	ISSUED
048316-000010	WO	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	PCT/US21/32207	05/13/2021	WO 2021/242532	12/02/2021			NAT PHASE
048316-000012	US	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	15/929,944	05/29/2020	US 2021-0370041 A1	12/02/2021	11,666,744	6/6/2023	ISSUED
048316-000013	WO	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	PCT/US21/32193	05/13/2021	WO 2021/242531	12/02/2021			NAT PHASE
048316-000016	BR	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	BR112022024216-6	05/13/2021	Journal Nº: 2716	01/24/2023			PUBLISHED
048316-000017	MX	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	MX/a/2022/015039	05/13/2021					PENDING
048316-000018	IN	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	202217073076	05/13/2021					PENDING
048316-000019	AU	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	2021278107	05/13/2021					PENDING
048316-000020	CA	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	3,184,469	05/13/2021					PENDING
048316-000021	EP	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	21813800.6	05/13/2021	4157106	04/05/2023			PUBLISHED
048316-000022	HK	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	2023076461.0	07/21/2023					PENDING
048316-000023	BR	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	BR112022024028-7	05/13/2021		01/31/2023			PUBLISHED
048316-000024	MX	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	MX/a/2022/014798	05/13/2021					PENDING
048316-000025	IN	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	202217074669	05/13/2021					PENDING
048316-000026	AU	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	2021278881	05/13/2021					PENDING
048316-000027	CA	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	3,183,748	05/13/2021					PENDING
048316-000028	EP	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	21814102.6	05/13/2021	4157421	04/05/2023			PUBLISHED
048316-000029	HK	Multi-Lumen Manifold And Method Of Operating A Multi-Lumen Manifold	62023076462.8	07/21/2023					PENDING
048316-000030	US	METHOD AND DEVICE FOR SECLUDING A BODY VESSEL	18/092,838	01/03/2023	US 2023-0157698 A1	05/25/2023			PUBLISHED
048316-000032	US	MULTI-LUMEN MANIFOLD AND METHOD OF OPERATING A MULTI-LUMEN MANIFOLD	18/138,290	04/24/2023	US 2023-0256226 A1	08/17/2023			PUBLISHED

Exit Strategy

Further Funding Rounds

Funding rounds can be followed by **Series A, B & C,** more which can provide exit criteria for investors.

Merger or Acquisition (M&A)

Management Buyout or industry is growing rapidly, **Merger with a competitor** or **Acquisition by a Bigger Corporation**

Initial Public Offering (IPO)

Building a public-ready Company **8-10 years** with 20x ROI

Use of Proceeds

- Final testing requested by the FDA including manufacturing of test catheters.
- Preparation for first institutional round of $3M in funding post FDA approval.
- Latin America/South America commercial launch
- Go-to-market (GTM) Plan for USA
- CE mark planning and preparation
- SG&A, Other expenses

Basis Medical - Forecast Model
Assumptions

Territory Sales Managers

Countries: Argentina, Brazil, Colombia, Mexico

Annual Base Salary + Commission Territory Sales Managers	$ 100,000
Monthly T&E Expense/Territory Sales Managers	$ 2,000

	Number of Territory Sales Managers	Salary + Commision	T&E Expense	Total
2024 Territory Sales Managers	5	$500,000.00	$120,000.00	$620,000.00
2025 Territory Sales Managers	7	$700,000.00	$168,000.00	$868,000.00
2026 Territory Sales Managers	9	$900,000.00	$216,000.00	$1,116,000.00
2027 Territory Sales Managers	10	$1,000,000.00	$240,000.00	$1,240,000.00
2028 Territory Sales Managers	12	$1,200,000.00	$288,000.00	$1,488,000.00

Director of Sales

Annual Base Salary + Commission VP of Sales	$ 150,000
Annual Base Salary Adminstrative Staff	$ 30,000
Monthly T&E Expense/Director of Sales	$ 2,000

	Number of Director of Sales	Salary + Commision	T&E Expense	Total
2024 Director of Sales	1	$150,000.00	$24,000.00	$174,000.00
2025 Director of Sales	2	$300,000.00	$48,000.00	$348,000.00
2026 Director of Sales	3	$450,000.00	$72,000.00	$522,000.00
2027 Director of Sales	3	$450,000.00	$72,000.00	$522,000.00
2028 Director of Sales	3	$450,000.00	$72,000.00	$522,000.00

	Number of Admin Staff	Salary	Total
2024 Admin Staff	1	$30,000.00	$30,000.00
2025 Admin Staff	2	$60,000.00	$60,000.00
2026 Admin Staff	3	$90,000.00	$90,000.00
2027 Admin Staff	3	$90,000.00	$90,000.00
2028 Admin Staff	3	$90,000.00	$90,000.00

VP of Sales

Annual Base Salary + Bonus VP of Sales	$ 225,000
Annual Base Salary Adminstrative Staff	$ 45,000
Monthly T&E Expense/VP of Sales	$ 2,000

	Number of VP of Sales	Salary + Commision	T&E Expense	Total
2024-2028 VP of Sales	1	$225,000.00	$24,000.00	$249,000.00

	Number of Admin Staff	Salary	Total
2024-2028 Admin Staff	1	$45,000.00	$45,000.00

Executive Compensation (Annual)

Annual Base Salary	$ 300,000
Executive Administrative Assistant	$ 75,000
Aggregate Monthly T&E Expense	$ 5,000

	Number of Executive Compensation	Salary + Commision	T&E Expense	Total
2024-2028 Executives	1	$300,000.00	$60,000.00	$360,000.00

	Number of Admin Staff	Salary	Total
2024-2028 Admin Staff	1	$75,000.00	$75,000.00

Other Expense Categories

	Number of Patients	Cost per Patient	Cost per Catheter	
Clinical Studies for 100 patients in Mexico	100	$ 300.00	$ 390.00	$69,000.00

	Monthly	Annually
Marketing	$10,416.67	$ 125,000.00
Administrative-Consulting	$4,166.67	$ 50,000.00
Legal	$0.00	$ 12,000.00
Accounting	$1,000.00	$ 12,000.00
Office Lease	$2,500.00	$ 30,000.00
IT	$1,000.00	$ 12,000.00
Liability insurance for Basis Medical	$2,500.00	$ 30,000.00
300 Catheters for Clinical studies, Pre Clinical and FDA	$0.00	$ 120,000.00
Extra Raw Materials for BMC	$0.00	$ -

US Market Assumptions

Revenue Multiplier	3.0x
LA/SA Base Year	2024
US Market Start Year	2025

Basis Medical - Forecast Model

Global Forecast

	2024	2025	2026	2027	2028	TOTAL
Total Global Revenue	$ 1,320,000	$ 12,672,000	$ 40,111,500	$ 68,280,300	$ 113,848,416	$ 236,232,216
Average Cost per Unit	*$ 349*	*$ 273*	*$ 197*	*$ 173*	*$ 149*	
COGS	$ 1,151,700	$ 7,745,760	$ 20,738,190	$ 36,687,684	$ 56,544,713	$ 122,868,047
Gross Margin	**$ 168,300**	**$ 4,926,240**	**$ 19,373,310**	**$ 31,592,616**	**$ 57,303,703**	**$ 113,364,169**
Expense						
Territory Sales Manager Compensation	$ 500,000	$ 2,200,000	$ 3,000,000	$ 3,700,000	$ 4,200,000	$ 13,600,000
Director of Sales Compensation	$ 150,000	$ 750,000	$ 1,350,000	$ 1,800,000	$ 1,800,000	$ 5,850,000
VP of Sales Compensation	$ 225,000	$ 900,000	$ 900,000	$ 900,000	$ 900,000	$ 3,825,000
Executive Compensation	$ 300,000	$ 1,200,000	$ 1,200,000	$ 1,200,000	$ 1,200,000	$ 5,100,000
Travel & Expenses	$ 168,000	$ 804,000	$ 1,272,000	$ 1,512,000	$ 1,632,000	$ 5,388,000
Marketing	$ 125,000	$ 500,000	$ 500,000	$ 500,000	$ 500,000	$ 2,125,000
Administrative-Consulting	$ 150,000	$ 630,000	$ 750,000	$ 840,000	$ 840,000	$ 3,210,000
Legal	$ 12,000	$ 48,000	$ 48,000	$ 48,000	$ 48,000	$ 204,000
Accounting	$ 12,000	$ 48,000	$ 48,000	$ 48,000	$ 48,000	$ 204,000
Office Lease	$ 30,000	$ 120,000	$ 120,000	$ 120,000	$ 120,000	$ 510,000
IT	$ 12,000	$ 48,000	$ 48,000	$ 48,000	$ 48,000	$ 204,000
Liability insurance for Basis Medical	$ 30,000	$ 120,000	$ 120,000	$ 120,000	$ 120,000	$ 510,000
Clinical Studies for 100 patients in Mexico	$ 69,000	$ -	$ -	$ -	$ -	$ 69,000
300 Catheters for Clinical studies, Pre Clinical and FDA	$ 120,000	$ -	$ -	$ -	$ -	$ 120,000
Extra Raw Materials for BMC	$ -	$ -	$ -	$ -	$ -	$ -
CE mark Submission and Clinical Trial	$ -	$ -	$ -	$ -	$ -	$ -
Total Expense	**$ 1,903,000**	**$ 7,368,000**	**$ 9,356,000**	**$ 10,836,000**	**$ 11,456,000**	**$ 40,919,000**
Net Income	**$ (1,734,700)**	**$ (2,441,760)**	**$ 10,017,310**	**$ 20,756,616**	**$ 45,847,703**	**$ 72,445,169**

Basis Medical - Forecast Model

LA-SA Income Statement

	2024	2025	2026	2027	2028	TOTAL
Total LA/SA Revenue	$ 1,320,000	$ 8,712,000	$ 13,975,500	$ 26,353,800	$ 34,787,016	$ 85,148,316
Cost per Unit	*$ 349*	*$ 197*	*$ 197*	*$ 149*	*$ 149*	
COGS	$ 1,151,700	$ 4,290,660	$ 7,866,210	$ 13,089,054	$ 17,277,551	$ 43,675,175
Gross Margin	**$ 168,300**	**$ 4,421,340**	**$ 6,109,290**	**$ 13,264,746**	**$ 17,509,465**	**$ 41,473,141**
Expense						
Territory Sales Manager Compensation	$ 500,000	$ 700,000	$ 900,000	$ 1,000,000	$ 1,200,000	$ 4,300,000
Director of Sales Compensation	$ 150,000	$ 300,000	$ 450,000	$ 450,000	$ 450,000	$ 1,800,000
VP of Sales Compensation	$ 225,000	$ 225,000	$ 225,000	$ 225,000	$ 225,000	$ 1,125,000
Executive Compensation	$ 300,000	$ 300,000	$ 300,000	$ 300,000	$ 300,000	$ 1,500,000
Travel & Expenses	$ 168,000	$ 300,000	$ 372,000	$ 396,000	$ 444,000	$ 1,680,000
Marketing	$ 125,000	$ 125,000	$ 125,000	$ 125,000	$ 125,000	$ 625,000
Administrative-Consulting	$ 150,000	$ 180,000	$ 210,000	$ 210,000	$ 210,000	$ 960,000
Legal	$ 12,000	$ 12,000	$ 12,000	$ 12,000	$ 12,000	$ 60,000
Accounting	$ 12,000	$ 12,000	$ 12,000	$ 12,000	$ 12,000	$ 60,000
Office Lease	$ 30,000	$ 30,000	$ 30,000	$ 30,000	$ 30,000	$ 150,000
IT	$ 12,000	$ 12,000	$ 12,000	$ 12,000	$ 12,000	$ 60,000
Liability insurance for Basis Medical	$ 30,000	$ 30,000	$ 30,000	$ 30,000	$ 30,000	$ 150,000
Clinical Studies for 100 patients in Mexico	$ 69,000	$ -	$ -	$ -	$ -	$ 69,000
300 Catheters for Clinical studies, Pre Clinical and FDA	$ 120,000	$ -	$ -	$ -	$ -	$ 120,000
Extra Raw Materials for BMC	$ -	$ -	$ -	$ -	$ -	$ -
CE mark Submission and Clinical Trial	$ -	$ -	$ -	$ -	$ -	$ -
Total Expense	**$ 1,903,000**	**$ 2,226,000**	**$ 2,678,000**	**$ 2,802,000**	**$ 3,050,000**	**$ 12,659,000**
Net Income	**$ (1,734,700)**	**$ 2,195,340**	**$ 3,431,290**	**$ 10,462,746**	**$ 14,459,465**	**$ 28,814,141**

Basis Medical - Forecast Model

US Income Statement

	2024	2025	2026	2027	2028	TOTAL
Total Global Revenue	$ -	$ 3,960,000	$ 26,136,000	$ 41,926,500	$ 79,061,400	$ 151,083,900
Cost per Unit		*$ 349*	*$ 197*	*$ 197*	*$ 149*	
COGS	$ -	$ 3,455,100	$ 12,871,980	$ 23,598,630	$ 39,267,162	$ 79,192,872
Gross Margin	**$ -**	**$ 504,900**	**$ 13,264,020**	**$ 18,327,870**	**$ 39,794,238**	**$ 71,891,028**
Expense						
Territory Sales Manager Compensation	$ -	$ 1,500,000	$ 2,100,000	$ 2,700,000	$ 3,000,000	$ 9,300,000
Director of Sales Compensation	$ -	$ 450,000	$ 900,000	$ 1,350,000	$ 1,350,000	$ 4,050,000
VP of Sales Compensation	$ -	$ 675,000	$ 675,000	$ 675,000	$ 675,000	$ 2,700,000
Executive Compensation	$ -	$ 900,000	$ 900,000	$ 900,000	$ 900,000	$ 3,600,000
Travel & Expenses	$ -	$ 504,000	$ 900,000	$ 1,116,000	$ 1,188,000	$ 3,708,000
Marketing	$ -	$ 375,000	$ 375,000	$ 375,000	$ 375,000	$ 1,500,000
Administrative-Consulting	$ -	$ 450,000	$ 540,000	$ 630,000	$ 630,000	$ 2,250,000
Legal	$ -	$ 36,000	$ 36,000	$ 36,000	$ 36,000	$ 144,000
Accounting	$ -	$ 36,000	$ 36,000	$ 36,000	$ 36,000	$ 144,000
Office Lease	$ -	$ 90,000	$ 90,000	$ 90,000	$ 90,000	$ 360,000
IT	$ -	$ 36,000	$ 36,000	$ 36,000	$ 36,000	$ 144,000
Liability insurance for Basis Medical	$ -	$ 90,000	$ 90,000	$ 90,000	$ 90,000	$ 360,000
Clinical Studies for 100 patients in Mexico	$ -	$ -	$ -	$ -	$ -	$ -
300 Catheters for Clinical studies, Pre Clinical and FDA	$ -	$ -	$ -	$ -	$ -	$ -
Extra Raw Materials for BMC	$ -	$ -	$ -	$ -	$ -	$ -
CE mark Submission and Clinical Trial	$ -	$ -	$ -	$ -	$ -	$ -
Total Expense	**$ -**	**$ 5,142,000**	**$ 6,678,000**	**$ 8,034,000**	**$ 8,406,000**	**$ 28,260,000**
Net Income	**$ -**	**$ (4,637,100)**	**$ 6,586,020**	**$ 10,293,870**	**$ 31,388,238**	**$ 43,631,028**

Basis Medical - Forecast Model

LA/SA Ablation Market

	2024	2025	2026	2027	2028
LA/SA Total Procedures	*660,000*	*726,000*	*798,600*	*878,460*	*966,306*
Average Selling Price (ASP)	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,000.00
Market Size	660,000,000	726,000,000	798,600,000	878,460,000	966,306,000

Population of LA/SA ≈ 660,000,000
10% of population have CVI of the legs ≈ 66,000,000
1% of population have access to treatment

Global Average ASP (Direct)	$1,000
Global Avergae Distribution Transfer Pricing (Distributed)	$400

Basis Revenue Forecasts	2024	2025	2026	2027	2028
Market Share	0.500%	3.000%	5.000%	10.000%	12.000%
Product Units	***3,300***	***21,780***	***39,930***	***87,846***	***115,957***
Average revenue per unit	$400.00	$400.00	$350.00	$300.00	$300.00
Total LA/SA Revenue	$ 1,320,000	$ 8,712,000	$ 13,975,500	$ 26,353,800	$ 34,787,016
Revenue growth rate		660%	160%	189%	132%
Units sold per Territory Sales Manager	660	3,111	4,437	8,785	9,663
Units sold per Director of Sales	3,300	10,890	13,310	29,282	38,652
Units sold per VP of Sales	3,300	21,780	39,930	87,846	115,957

Assumes a conservative market share

Basis Medical - Forecast Model

US Ablation Market

Basis Revenue Forecasts	2024	2025	2026	2027	2028
Product Units		9,900	65,340	119,790	263,538
Average revenue per unit		**$400.00**	**$400.00**	**$350.00**	**$300.00**
Total US Revenue		**$ 3,960,000**	**$ 26,136,000**	**$ 41,926,500**	**$ 79,061,400**
Revenue Growth Rate			560%	60%	89%

Summary

- IP protected system
- Clinically proven device with 30+ patients treated
- Experienced team with experience across R&D, Manufacturing, sales, distribution, and start up financing
- Focused international strategy leveraging key relationships to limit early capital requirements
- Established large growing market with small number of competitors, Billion-dollar market category, high exit values
- Regulatory and reimbursement established globally
- Attractive, capital efficient manufacturing strategy creates large opportunities for cost advantages
- Seeking rapid approvals in key international markets