



XENOSCOPE™
*Laparoscopic Surgical
Imaging System*



EXECUTIVE SUMMARY

PRODUCT DESCRIPTION

XENOCOR brings to market a revolutionary technology that can extend the benefits of minimally invasive laparoscopic surgery to hundreds of millions of people worldwide. The Xenoscope™, is a single-use, fog-free, HD laparoscopic imaging system, which can easily replace expensive, inflexible legacy technologies to deliver advanced quality surgical care virtually anywhere. The Xenoscope system is FDA cleared, CE marked and available for sale

This technology offers multiple clinical advantages which directly address major issues in the current laparoscopic system market to positively impact surgeons, hospitals, staff and most importantly, patient outcomes. These advantages include:

- **Fog-free** – never compromise visualization
- **Guaranteed sterile** – eliminates the risk of cross-contamination
- **1080P clarity** – familiar functionality
- **Safety** – no inadvertent burn or arc injuries
- **Portability** – no longer restricted to high-cost care settings

The Xenoscope imaging system also provides a distinctive economic advantage. There are no upfront capital costs or expensive maintenance contracts. The capital investment savings for customers will range from \$100K-\$500K per operating room (OR). This model is unique to Xenocor and is the only pricing structure of its kind in the marketplace.

TARGET AUDIENCE AND MARKET

The current laparoscopic device market is large and expanding with over 15 Million procedures conducted worldwide in 2018. Device sales, which include capital equipment and disposable products, reached 10.6 Billion in 2018 and have a projected compound annual growth rate (CAGR) of 8.8%, which will deliver annual sales of \$17.7 Billion in 2023. The overall disposable endoscope (including laparoscopes) market is expected to grow at 19.8% through 2027.

MARKET DATA

- Approximately **\$4 billion** market in 2020
- **15 million** procedures world wide annually
- **80%** of the globe untapped
- **19.8%** existing market growth in disposable scopes through 2027

Approximately 80% of the world's population does not currently have access to minimally invasive laparoscopic surgery. Although there is tremendous global opportunity, our primary focus is on the growing ambulatory surgery center (ASC) market in the USA. There are nearly 10,000 ASCs in the USA with revenues at \$30 Billion in 2021 and projected to be \$84 Billion in 2027. ASCs are strategically located and more accessible than hospitals. They operate on a lean budget with much less overhead and can pass savings along to patients. The features of the Xenoscope would dramatically augment the services they offer and the financial model/low barrier to entry would make it possible.

COMPETITION

Stryker, Olympus and Storz are the most established competitors in the market. However, none of the competitors offer a single-use scope. The fact that the Xenoscope is a single-use laparoscope, abruptly dismantles the competitors' differing business models, which has been built on a strategy requiring new capital investment every three to seven years. With the Xenoscope entering the market, a new more affordable, efficient and flexible model for the industry is being defined.

OPPORTUNITIES

- 80% of the World is an unaddressed market. Laparoscopic care in many countries is currently cost and technologically prohibitive
- The point of care in the USA is shifting from large-high overhead facilities to a multitude of lower cost more easily accessible facilities
- As this shift continues single-use laparoscopic companies will benefit from the expanded market size and increased health care access points
- Partner with companies that have **adjunct laparoscopic products** which round out the portfolio to completely outfit any OR (i.e., monitors, insufflators)

RECENT ACQUISITIONS

Improvements in technology have increased market momentum in the sector leading to recent acquisitions of these two disposable scope companies:

- Endosee (single-use hysteroscope) acquired for \$44M prior to US regulatory clearance
- Invendo (single-use colonoscope) acquired for \$265M prior to US regulatory clearance

CONCLUSIONS

There is tremendous opportunity to serve a broader market with minimally invasive approaches, unlocking this potential lies in making laparoscopes and their associated equipment more affordable and accessible.

Xenocor, by being the first-mover and offering advanced technology, is directly addressing the barriers to entry is well positioned to lead the single-use laparoscopic market worldwide.

THE XENOCOR LEADERSHIP TEAM



Evan Kelso – CEO

Medical Device Market Analysis, Strategy, Technology Scouting, Partnership Management. Founder Vortex Medical Imaging, US Surgical/Valleylab, Depuy Synthes / Ethicon



Tony Watson, MBA – COO

Laparoscopic Sales and Market Development, Product Launch, Leadership and Coaching Medtronic/Covidien/US Surgical



Lane Brooks, PhD – CTO, Co-founder

Optics & Sensors Expertise, Pioneer CMOS Sensor Technology, Engineer and Computer Science, MIT



Dinesh Patel, PhD – Executive Chairman, Board of Directors

Co-founder & CEO, Theratech, Co-founder & Partner vSpring Capital, Managing Partner, Patel Family Investments



John Langell, MD, PhD, MBA – Board Member, Co-founder

Laparoscopic Surgeon, President Northeast Ohio Medical University



Shawn Fojtik, MBA – Board Member

Founder of Distal Access Control Medical and CIRCA Scientific



Jim Hogan, MBA – Board Member

Regional President for International Markets and Member of CEO Committee at Medtronic



XENOCOR • Extending Health

1-844-XENOCOR • info@XENOCOR.COM