



SAFE INTUBATION

for patients and healthcare professionals

PROBLEM

Un procedimiento de alto riesgo para los pacientes y el personal sanitario.

45%

de las intubaciones en pacientes críticos terminan en **complicaciones importantes** (hipoxemia, inestabilidad cardiovascular o parada cardíaca)

+100M

de intubaciones al año en **todo el mundo** para todos los pacientes quirúrgicos y en estado crítico

10%

de los trabajadores sanitarios que participan en la intubación de un paciente con COVID-19 están **infectado** durante el procedimiento.



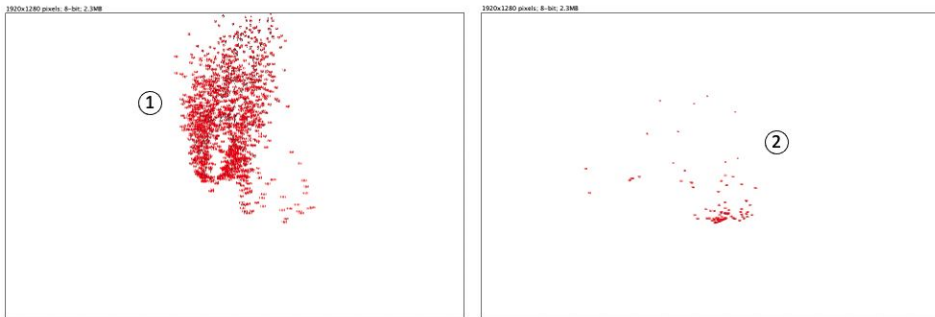
Airway Shield

El primer dispositivo del mundo para la **intubación endotraqueal** que facilita la intubación **guiando el tubo endotraqueal** de forma fácil y sencilla hacia la tráquea, y protege a los clínicos de los aerosoles.



Shield-Guided Technique™

Estudio pre clínico – Fase I Protección de aerosoles

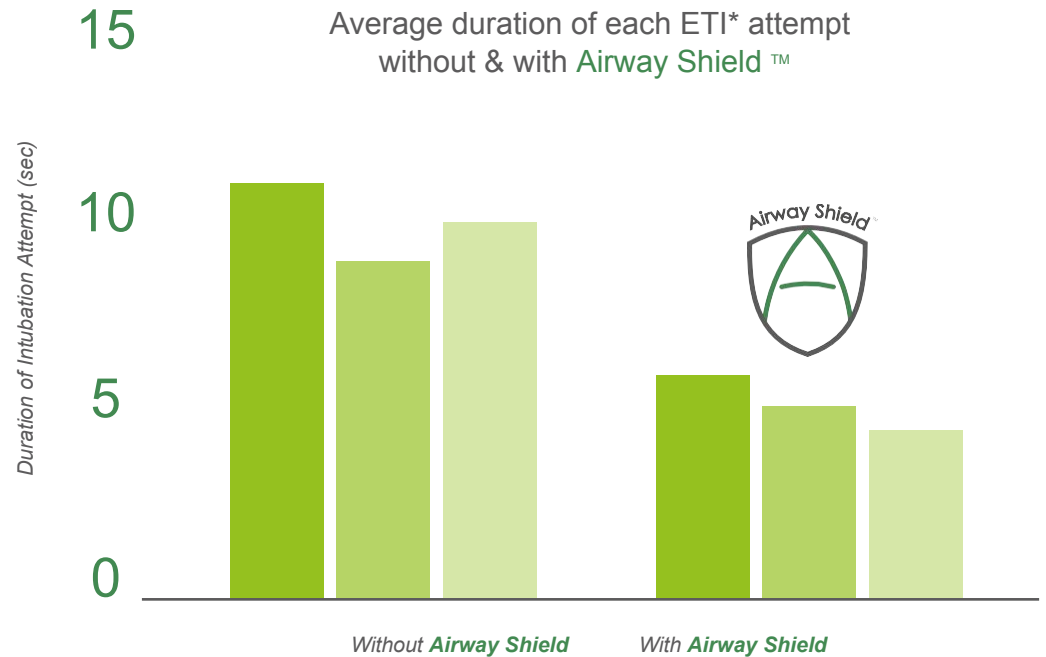


90%

*reducción a la
exposición de patógenos
respiratorios.*

**HEALTHCARE WORKERS
PROTECTED**

Estudio pre clínico – Fase II Viabilidad de la nueva técnica



50%

*reducción del tiempo de
intubación*

PATIENTS PROTECTED



Airway Shield

Management Team



Dr Julio Alonso, M.D.
Founder and CEO



Dr José Medrano, M.D., Ph.D.
Chief Scientific Officer



Silvia Chan, M.B.A.
Director of Marketing



Pablo Kaperotxipi, M.B.A.
COO



Cambell Smyth
Industrial Design



Joanne Zuo, M.B.A.
Business Development



Dr Bernadette Pfang, M.D.
Medical Communication



Laura del Valle
Operations Manager



Global Airway Management Market

\$ 2.1 Billion

*Global airway
management market
value estimation for
2025*

**+100
Million**

*Intubations yearly
worldwide*

**Intubation
3rd**

*most common medical
procedure in hospitals*



Milestones Achieved to Date

June 2020 - January 2022



**Regulación y
Patente**



**Diseño y
desarrollo**



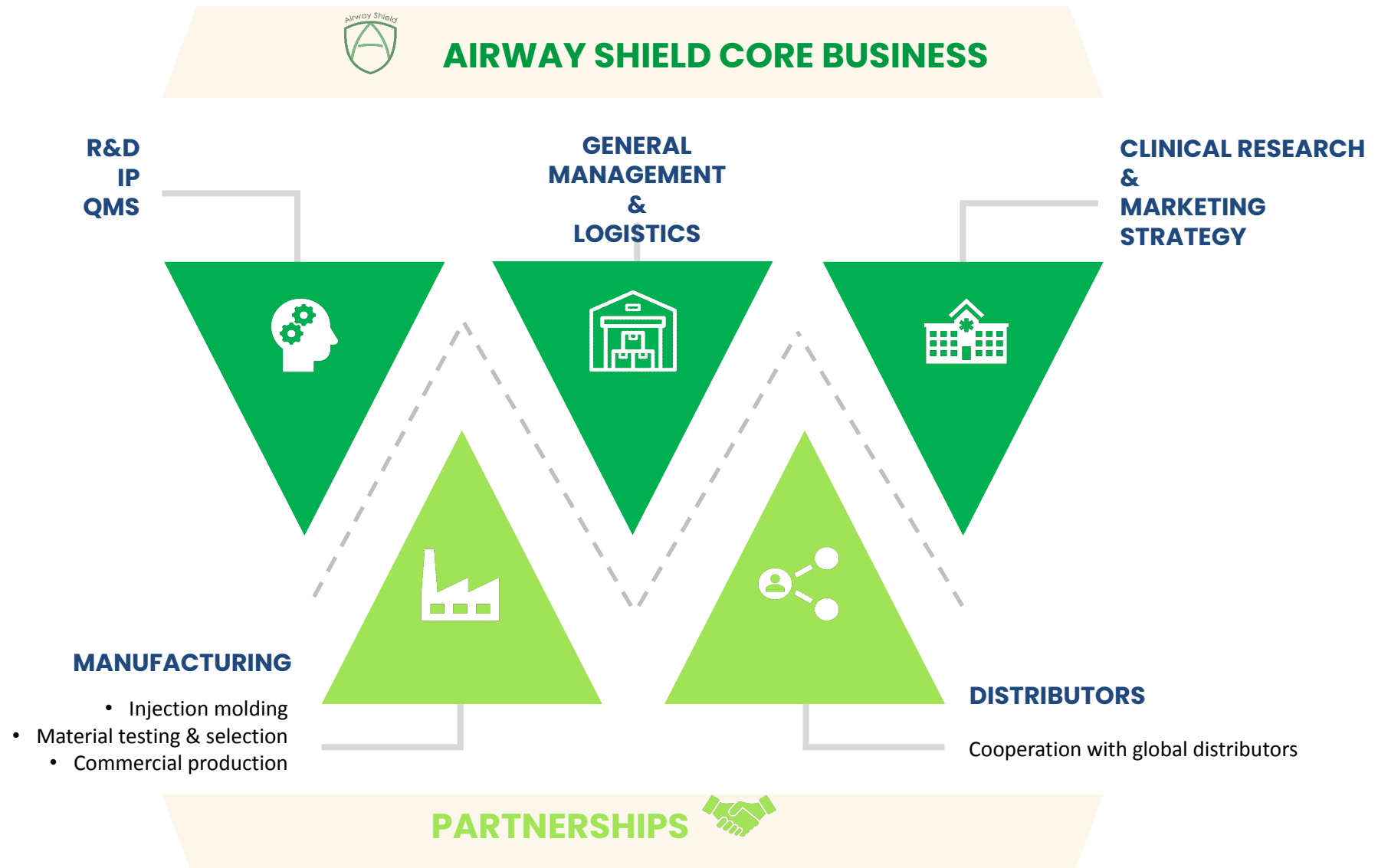
**Fabricación &
distribution**



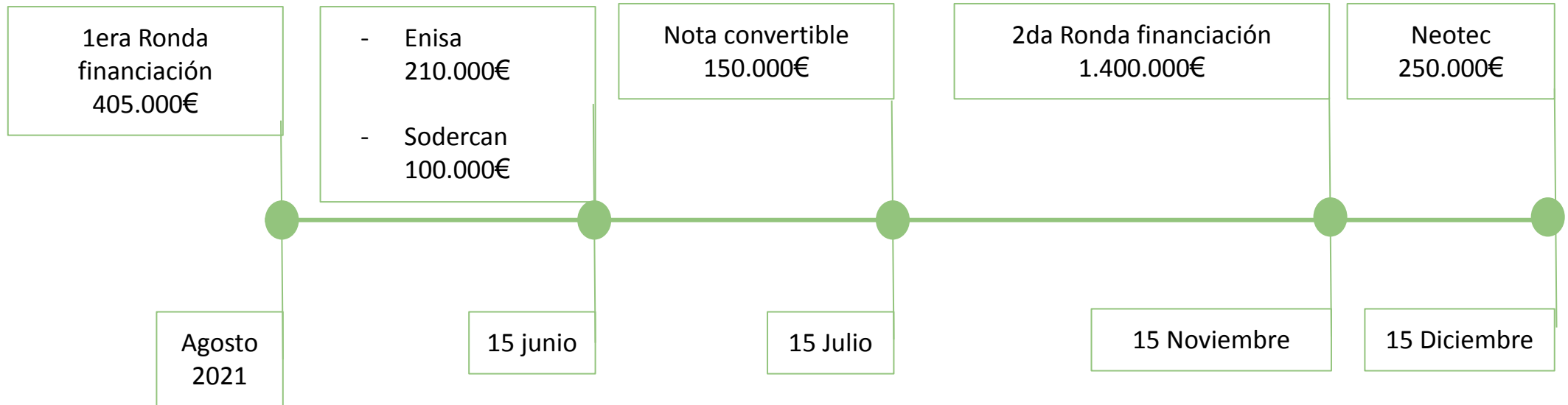
**Estudios clínicos
y Publicaciones**



Business Model



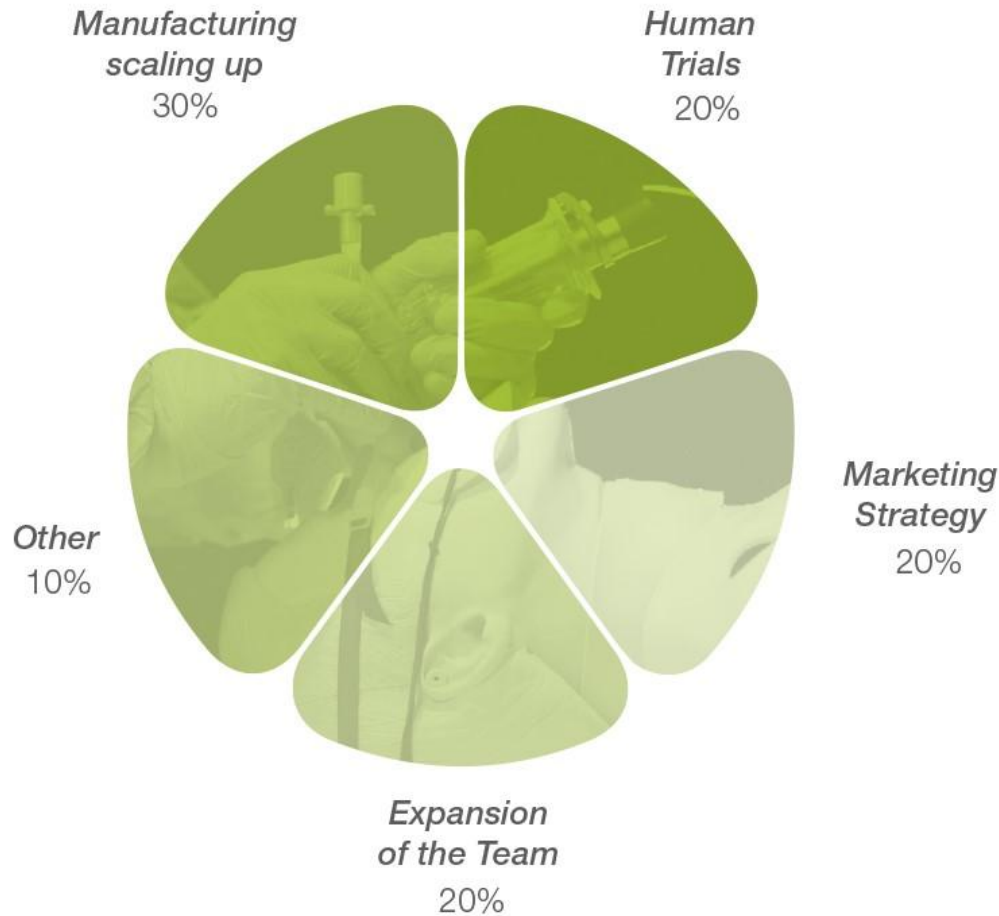
Funds roadmap



**First Seed Round via
Capital Cell in 09/21**

€400.000 raised in less than 24 hours

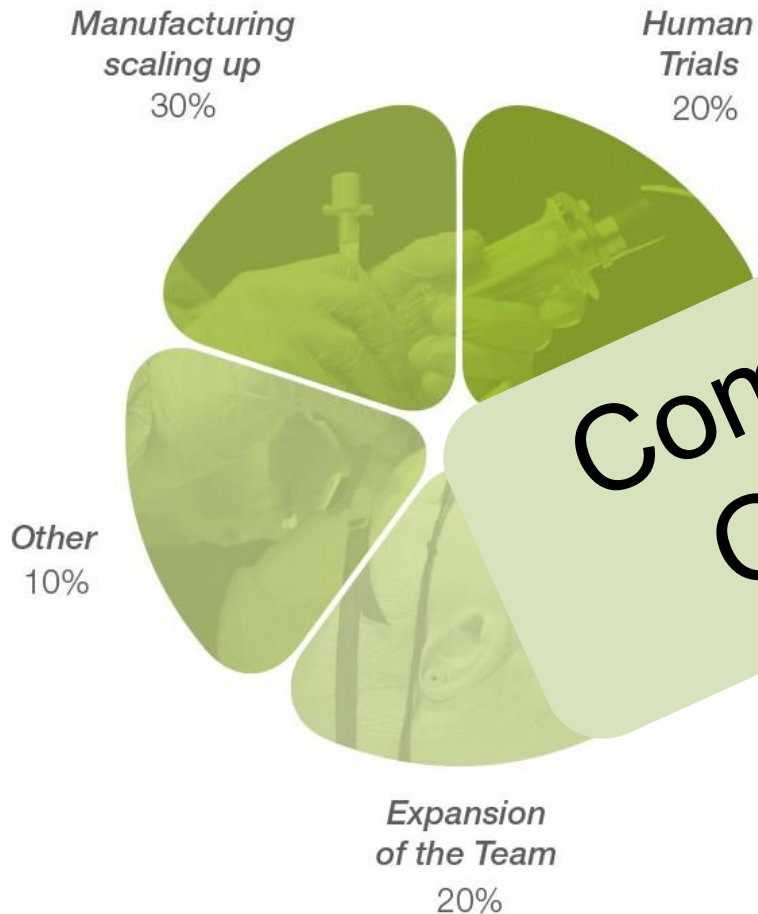
Use of funds and seed Round



AIRWAY SHIELD

- 150.000€
- Nota convertible
- Tasa de descuento del 20%
- 5% de interés
- Vencimiento a 18 meses o ronda anterior
- Ticket mínimo de 25.000€

Use of funds and seed Round



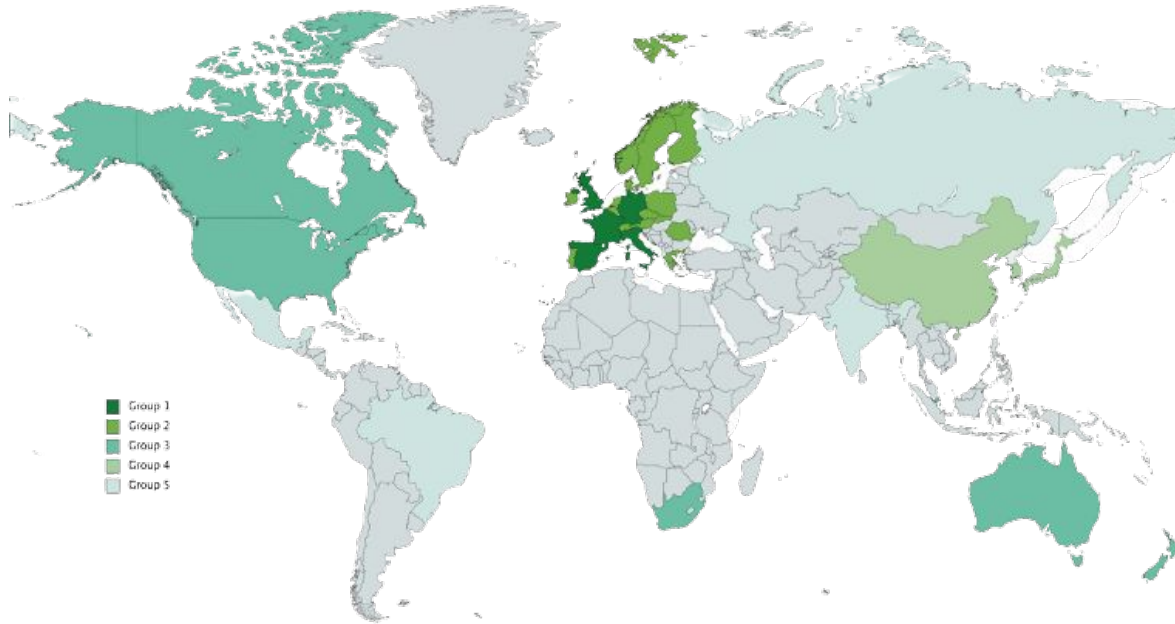
**Comercialización
Octubre 2022**

AIRWAY SHIELD

Convertible

- Tasa de descuento del 20%
- 5% de interés
- Vencimiento a 18 meses o ronda anterior
- Ticket mínimo de 25.000€

Go-to-Market Strategy



- Group 1
- Group 2
- Group 3
- Group 4
- Group 5

Estimated Number of Intubations per group of countries*

GROUP 1	5.5M / yr
GROUP 2	2.9M / yr
GROUP 3	7.7M / yr
GROUP 4	13.5M / yr
GROUP 5	7.8M / yr

Estimated market penetration in each group of countries over the next 6 years

	2022	2023 (1st semester)	2023 (2nd semester)	2024 (1st semester)	2024 (2nd semester)	2025
Market penetration in Group 1	3%	6%	9%	12%	15%	18%
Market penetration in Group 2		3%	6%	9%	12%	15%
Market penetration in Group 3			3%	6%	9%	12%
Market penetration in Group 4				3%	6%	9%
Market penetration in Group 5					3%	6%

*According to the 4th National Audit Project, 1.1 million ETI procedures are performed per year in the UK. The total population in UK is 66 million. We extrapolate this proportion to the other countries to obtain the estimate of intubation per year in each country and groups of countries. It is a conservative estimation (based on numbers from 2013). We use correcting factors for group 4 (1/2) and for Group 5 (1/4), to correct for an estimated smaller number of intubations in those populations.



Go-to-Market Strategy (distributors)



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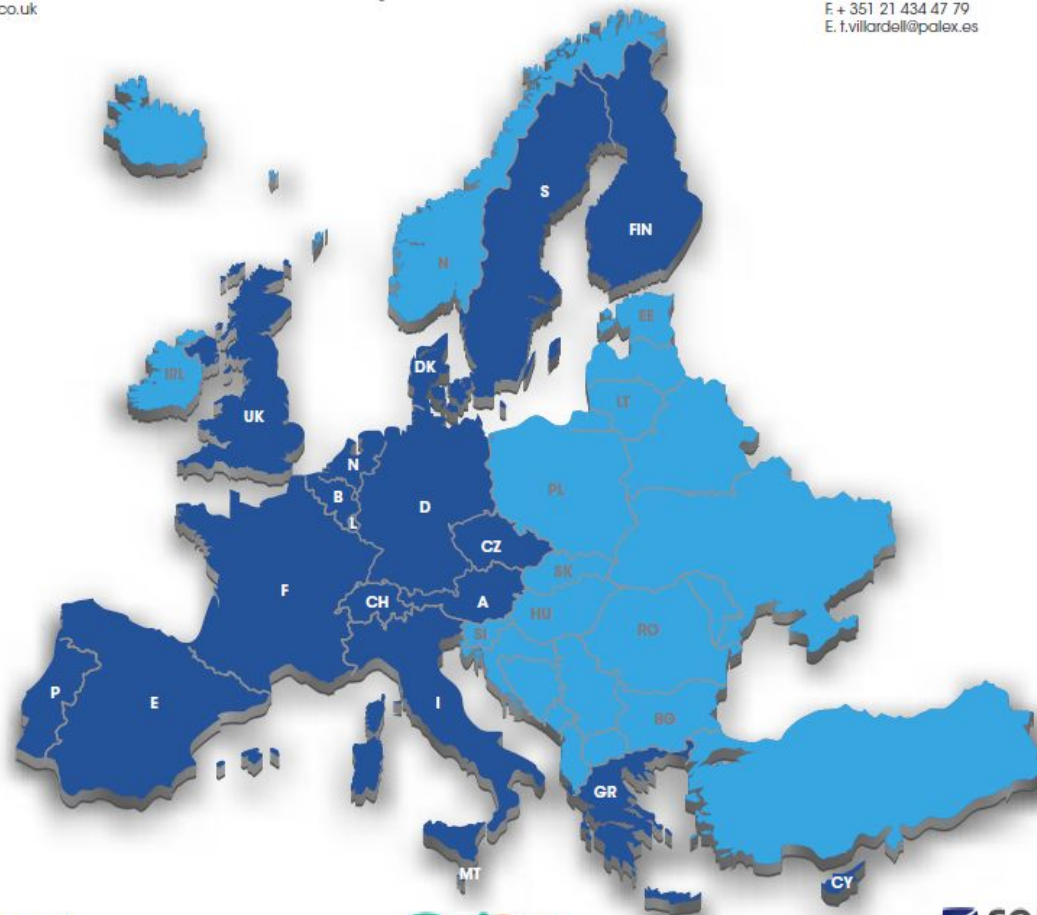
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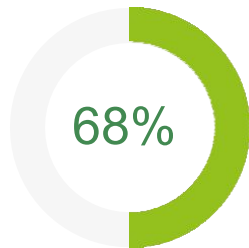
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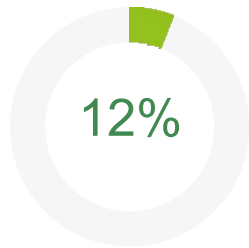
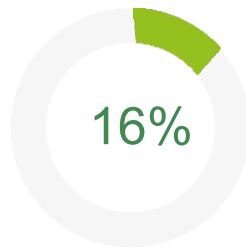
Market: Financial Projection

We aim to achieve 16% market penetration in Europe and 12% market penetration in USA by 2025.



Gross Profit Margin

Market penetration in Europe by 2025



Market penetration in USA by 2025

40,000,000

21,000,000

0

2022

2023

2024

2025

SALES

EBITDA

€45M

Worldwide sales by 2025



Exit Opportunities

Our exit strategy is acquisition by a 'big player' in 2026, or an initial public offering (IPO) for trading on a public market such as Euronext.

POTENTIAL BUYERS
are big players in the airway management market



Airway Shield™



SAFE INTUBATION

for patients and healthcare professionals

Contact:

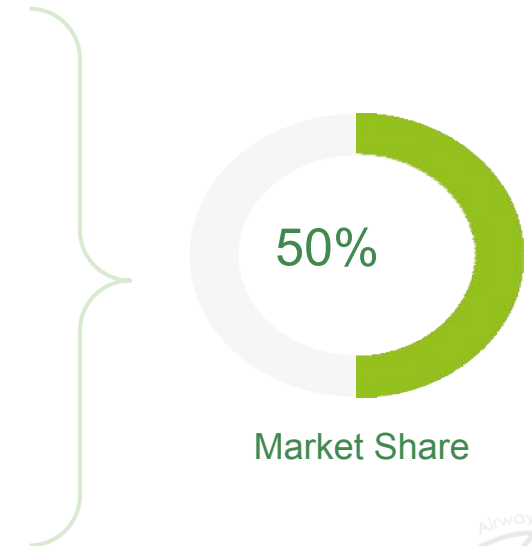
Pablo Kaperotxipi

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Competitors

The global airway management devices market is projected to reach USD 2.1 Billion by 2023 from an estimated USD 1.6 Billion in 2018, at a CAGR of 5.6%. The airway management devices market segmented by type.

AIRWAY MANAGEMENT DEVICES MARKET, BY TYPE	MARKET SHARE, 2018	CAGR (2018-2023)
Infraglottic Devices	32.8%	5.0%
Laryngoscopes	17.2%	10.3%
Supraglottic Devices	25.3%	4.8%
Resuscitators	5.6%	4.0%
Other Airway Management Devices	19.1%	3.2%



Market: Price and COGs, and Financial Projection

Airway Shield™ will be sold to distributors worldwide with a gross margin of 69%

AIRWAY SHIELD	2022	2023	2024	2025
Unit solds	32.430	651.761	2.330.211	3.812.669
Price per unit	14	13,5	13	12,5
Cost per uit	4,5	4,1	3,7	3,7
	2022	2023	2024	2025
Revenues	454.020 €	8.833.713 €	29.127.632 €	45.752.025 €
COGS	-145.611	-2.696.579	-9.011.977	-14.259.381
Gross revenues	308.409 €	6.137.134 €	20.115.655 €	31.492.644 €
Salaries	- 740.906 €	- 1.893.756 €	- 3.501.978 €	- 3.976.142 €
Other expenses	- 125.955 €	- 1.740.211 €	- 6.031.145 €	- 10.051.395 €
EBITDA	- 559.118 €	2.494.767 €	10.564.532 €	17.437.507 €
NET INCOME	- 430.870 €	1.850.263 €	7.902.587 €	13.057.318 €
ROI	N/A	2X	13X	32X