

A woman's legs are shown from the knees down, wearing a long, flowing white dress that billows around her. The background is a solid light blue. Several translucent, glowing spheres of varying sizes float in the air. The overall aesthetic is clean and modern.

AIVARIX

# AI for Varicose Diagnosis

Feb, 2020 ©



# Almost every second person in the world is faced with the problem of varicose veins.

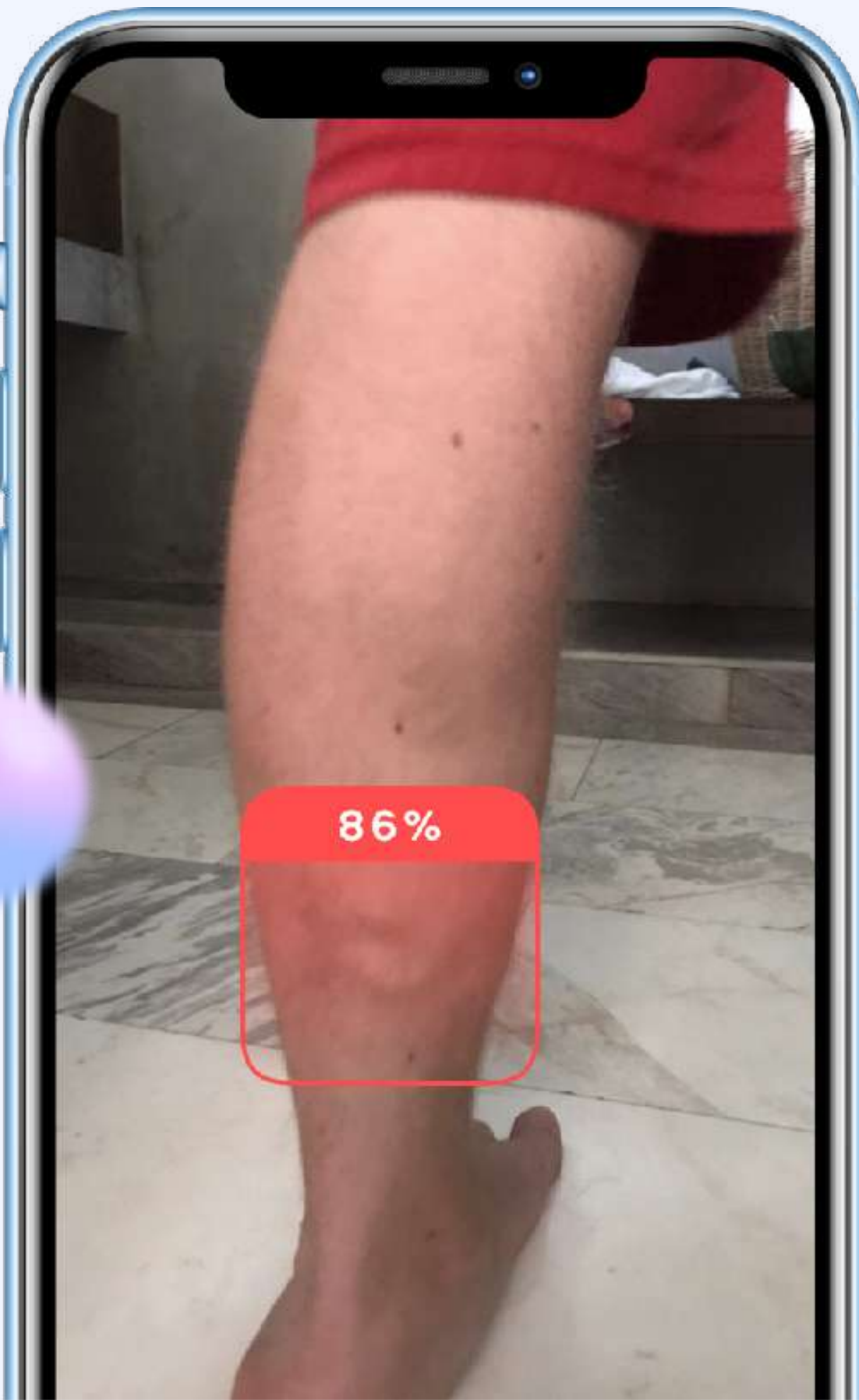
- Psychological discomfort
- Physical pain
- Dangerous Complications



Most people could not evaluate the risks of the condition and complications.



# AIVARIX — Virtual AI-driven phlebologist, which identifies varicose veins by photo.



1

Fill out the survey with the symptoms

2

Take a photo of suspected varicose

3

AI will analyze the survey & photo to provide an INSTANT varicose risk evaluation

# —How it works

3-rd party  
apps user's front



Questionnaire



Photo

## Alvarix back

AI Questionnaire  
Evaluation

AI separates the object  
studied for pathology  
from the background

AI model classifies  
pathology

AI model model detects  
all objects with the  
pathology

Final coherent  
evaluation

3-rd party  
apps user's front

Answer to the  
user:

'CEAP classification of varicose'  
+  
'customizable user  
recommendation'



Marked photo\*

\* - real result of Alvarix



**Lifestyle Advice**



**Reduces  
Burden on the  
Healthcare  
System**

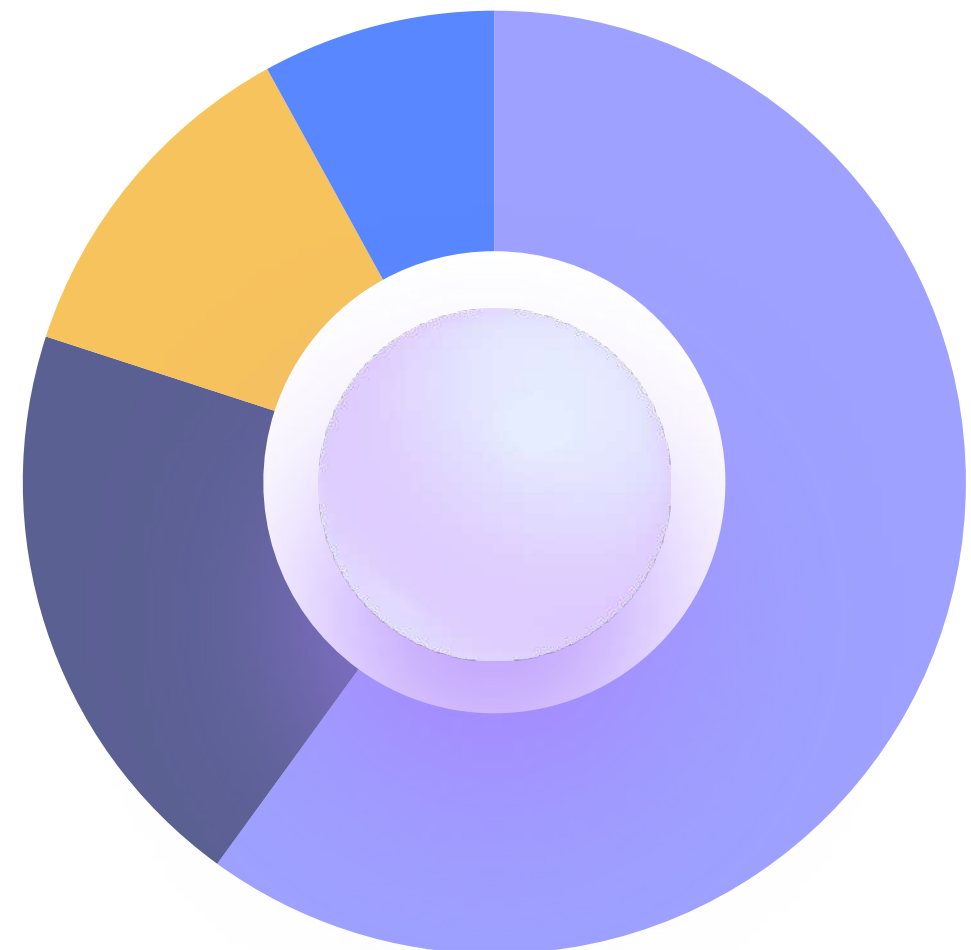


**Patient  
Navigation**

**Increasing Public and Physician Awareness  
Diagnostic Decision Support Software**



# Treatment Type



- Supportive Treatments
- Endovenous Ablation
- Sclerotherapy / Adhesion Injections
- Ligation / Stripping

# Total Market Value

\$10 billion

\$3.7 billion

Compression Hosiery Market only



40% — North America, 20% — Europe, 15% — Asia Pacific, 10% — Latin America, 5% — Middle East & Africa

# Growth

7.0%

Global varicose vein treatment market will grow at a CAGR of ~7.0%



Xenia Butova, MD

## Founder

- Ph.D. 12 year as practitioner cardiovascular surgeon in top Russian clinics
- Healthcare blogger with 15 000 subscribers
- TV doctor for “Embarrassing Bodies”
- Author of books about varicose veins



Igor Zolotukhin, Ph.D.

## Advisor

- Professor of the Pirogov Russian National Research Medical University
- Member of Scientific Committee of International Union of Phlebology



Sergio Ginesini, MD, PhD, FACS

## Advisor

- President of the Venous Lymphatics World International Network
- International Union of Phlebology UIP vice-president
- Board of Directors member of the American Vein & Lymphatic Society



Sergey  
Co-founder



Max  
AI Guru



Mr. Trunin  
COO

# — Projects in progress



Servier Laboratories is an international pharmaceutical company with its headquarters in France. The consolidated turnover for the 2018 financial year was €4.2 billion.

More than €700 mln of turnover related to Daflon, the drug recommended in the treatment of the symptoms of varicose veins.

**Alvarix could be an innovative marketing tool for pharma.**

**Pilot project with the Russian branch almost launched.**

**Expecting approval for global Servier's media rollout.**



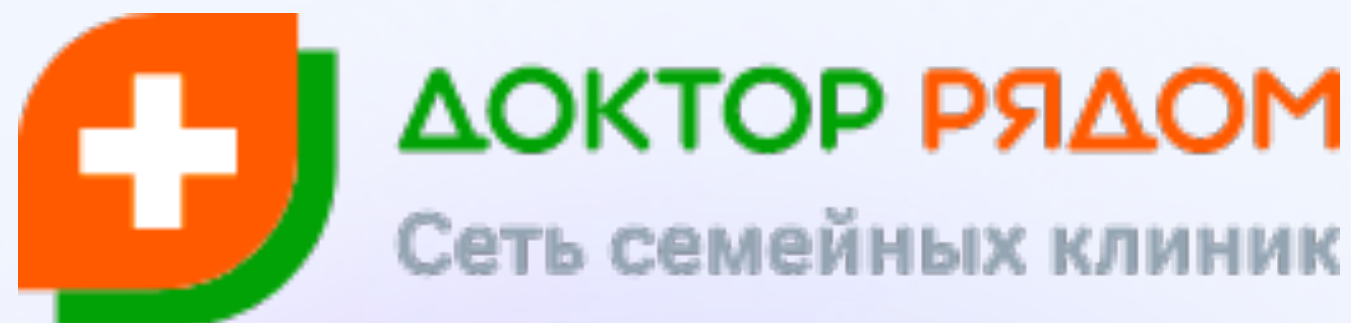
# —Projects in progress

The logo for INVITRO, featuring the word "INVITRO" in a bold, teal, sans-serif font. The letters are slightly italicized and set against a white rectangular background.

INVITRO is a leading private medical company, specializing in laboratory diagnostics and other medical services. More than 1300 offices in 6 countries and 13 mln patients served annually.

**Alvarix will be used as a decision support tool for GPs and gynecologists.**

# — Projects in progress



‘Doctor Near’ is the largest telemedicine white label company in Eastern Europe with 7mln active users.

**Alvarix will be used as a marketing and medical decision support tool.**

**CONTRACT SIGNED**



# — Projects in progress



Doctis is the most popular online consultations for pregnant women and new mothers.

**Alvarix will be used to attract patients because pregnancy could trigger varicose veins.**

# — Business plan and investment

Alvarix have successful product which received proven interest from:

- Big pharma
- Chains of clinics
- Labs
- Doctors apps
- Telemedicine apps

BTW sales cycle for medical B2B is pretty long.



# — Business plan and investment

**Alvarix looking for 250k\$ for sales expansion on US, EU, and MENA markets.**

**Based on Relative Valuation we could estimate that Alvarix costs about 2.5-3mln \$.**

For example, SkinVision do pretty the same for skin cancer diagnostic by photo and now they valued at 50mln \$.

# Innovation runs through our veins.

Feel free to test our AI app by any random varicose photo here: <https://webapp.aivarix.com/>

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