

QuickAir

by **DIOPTIK**



Video-Laryngoscope with extensive usefulness
ISO 7376 disposable blade

- **Primarily: Design, development, worldwide marketing of a line of intubation medical devices and in a near future new medical devices already identified.** Our devices are intended for worldwide long-established markets, improving practice, quality of treatment and providing substantial savings.
- **Commercial launch of our first line of products « Quickair » in june 2019**
 - Video-Laryngoscopes
 - Single-use Laryngoscope blades.
 - Video-intubation trolleys for storage , double video control and teaching
 - Intubation probes (late 2019)
- IP on key features (blade guidance of probe, sliding, and clip on and off the handle) & registered trade marks(QuickAir / OK'DOC)

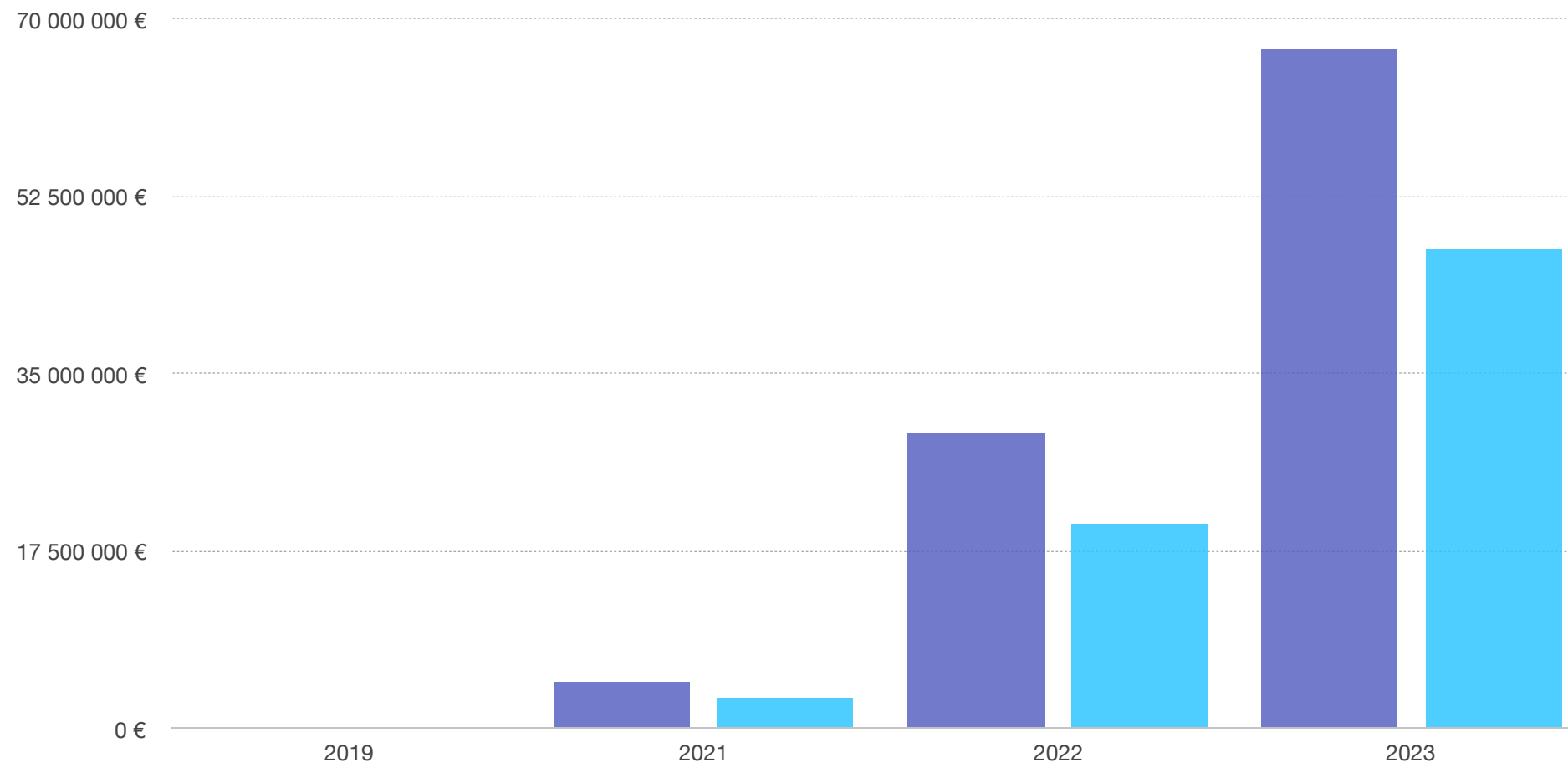
Millions/year	FRANCE	UE Excl France	Europe Excl UE	USA + Canada	ROW	TOTAL
Total Intubations	6	41	19,2	44	250	360,2
Intubations with disposable blades	2,4	16	9,6	17,7	125	170,7

- **Annual growth of intubations number is 5% to 10% except** in ROW > 10%
- Not included; emergency medical assistance , military equipments and doctor's practice in medical offices; France counts 2000 emergency medical units in hospitals and more than 6000 emergency units within the fire brigades
- **Single use disposable devices when available must replace all devices subject to decontamination procedures according to EU rules.**
- **Single use disposable devices are unavoidable in the ROW due to the lack of decontamination equipment.**

Sales Forecast



	2019	2021	2022	2023
Turnover	300 000 €	4 600 000 €	29 300 000 €	67 100 000 €
Gross Margin	170 000 €	3 000 000 €	20 200 000 €	47 200 000 €



Our Video Laryngoscope (Secret Sauce)

QuickAir

- Additional sophisticated functions (Video, teaching, single use)
- **Similar gesture; more convenient as only one hand is needed to manipulate the blade together with the prepositioned probe inside the blade channel; (direct and video visions)**
- **The video capture being at the tip of the probe, a perfect view of the environment is achieved during the procedure. The probe is pushed, aiming perfectly between the vocal chords**
- The exceptional battery life and portability of Quickair enable emergency medical teams to operate in difficult environments, a short training is needed to learn its manipulation.
- **Global use : 97% of intubations spectrum are covered by Quickair**
- **Quickair's Operating cost is lower than the cost of a classical laryngoscope due to its global use advantage.**

Benefits & Competitive Advantage

QuickAir



- **Low Cost handle and blade**
- Efforts in the buccal cavity and intubation lesions are reduced
- No handling difficulties no change in the procedure
- Reduced intubation time due to the probe guiding channel of the blade (patented)
- Single use blades reducing the risk of nosocomial infections
- Soft and easy removal of the blade without any probe displacement
- Easy clip on and off the handle (patented) reducing practitioners blood exposure accidents
- **Already tested by practitioners we are actually proceeding to the final tuning changes that they suggested.**
- Allows online education (Wi-Fi handle)
- Allows videos , pictures and datas recording for patient case file or insurance purposes

Competition



- Procedures for so-called standard intubations have not changed much during the last thirty years.
- Several Video-laryngoscopes are marketed but **do not offer savings or do not offer global use.**

	Laryngoscope N 7376	Quick Air	GlideScope	King Vision	C-Mac Storz	Airtraq	Inf Clear Vue	IntuBrite	Mc Grath
Intubation Channel guide in the Blade		X		X		X			
Standard Intubation	X	X					X	X	
Wi-Fi		X		X					
Video on Handle		X		X	X	X	X	X	X
Blade Compatibility N7376	X	X							
Direct Vision	X	X			X		X	X	X
Easy blade removal from the mouth	X	X	X		X		X	X	X
Disposable Blade	X	X		X	X	X	X	X	X
Normal intubation (Excl 13%)	X	X	X		X		X	X	X
All Intubation (Excl 3%)		X	X	X	X	X	X	X	X
Low Cost Blade	X	X							
Low Cost Handle	X	X							
Video Recording		X					X	X	

Great Team

Executive Team

- **Jacques VINCENT**

President

Entrepreneur, industrial specialist

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- **Bastien VINCENT**

CEO

Entrepreneur, private and public tenders specialist

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QuickAir

Medical Consultants

- **Philippe DUCOMMUN**

Stomatologist

Head of the stomatology department of the Lausanne Hospital (switzerland)

Specialist Facial and Maxillary surgery

- **Christian DUCOMMUN**

Anesthesiologist

- **André BOULET**

ENT surgeon

Sciences and industry Consultants

- **Thomas VINCENT**

CNRS Key Technologies Transfer Manager

- **Jean LEVEQUE**

Consultant process & robotics

- **700k€** already spent for industrial and development researches, clinical tests and promotion for Quickair
- **2,4 millions euros** are needed to:
 - Set up operations and mass production
 - Open the European market



Summary

QuickAir

- **Universal mass market**
- **High margin replenishment market**
- **Clearly identified and unresponded medical needs**
- **quality low-cost offer**
- **Established competitive advantages: simple device and unchanged procedure**
- **Highly skilled management, immersed for years in the market.**
- **First steps have been secured and no uncertainty remains on products**
- **Potential strategical partners have expressed their interest in the product**





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