

Pirouette MEDICAL



www.pirouettemedical.com

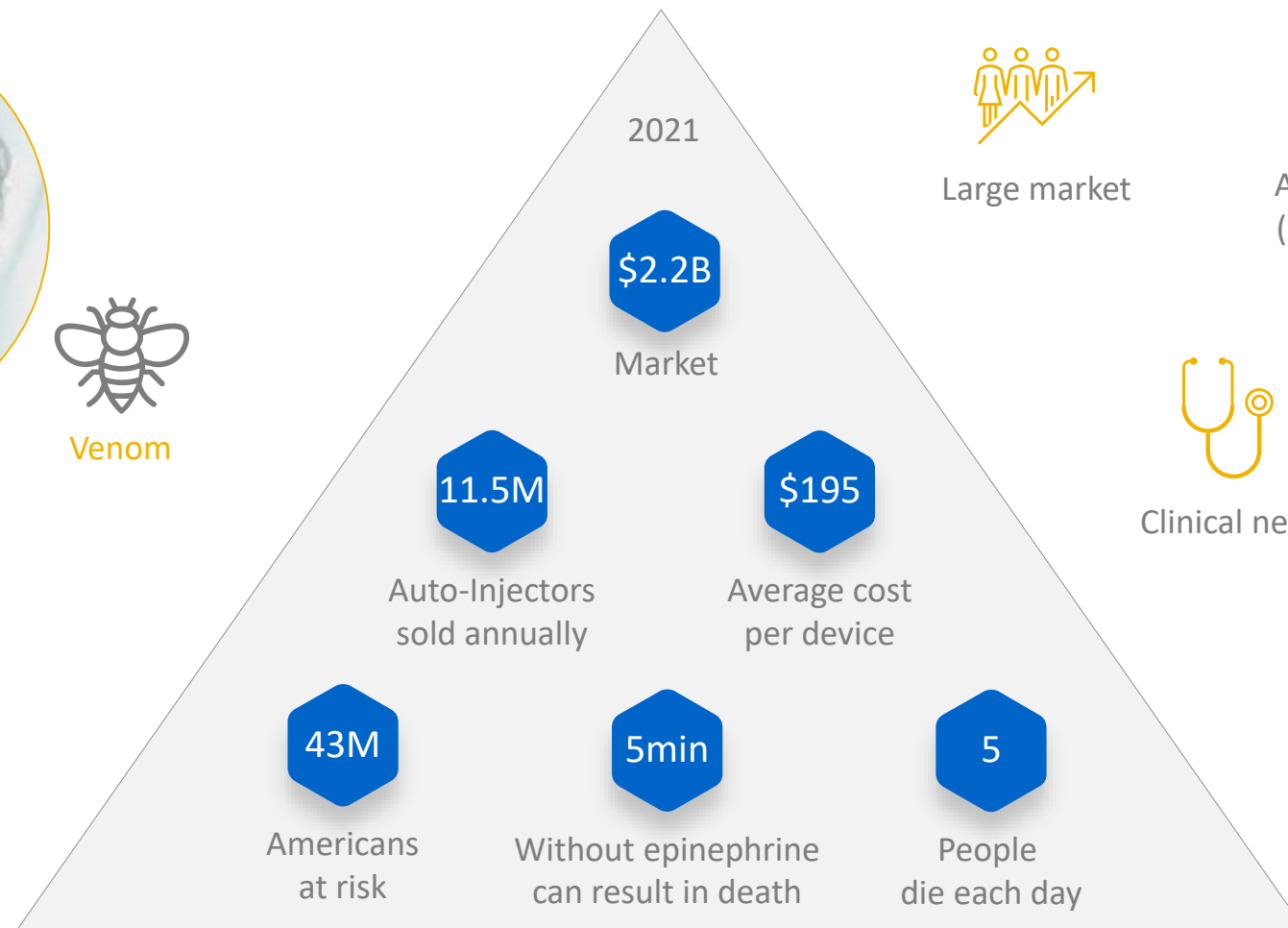
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P



Venom



Streamlined 505(b)(2)
FDA approval pathway

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2

A Pirouette in the Patient Experience



Patent No.: 10,265,471



Patent No.: 10,449,296



Patent No.: 10,722,653



Existing Injectors
(EpiPen, etc.)



QUIC **PUSH**®

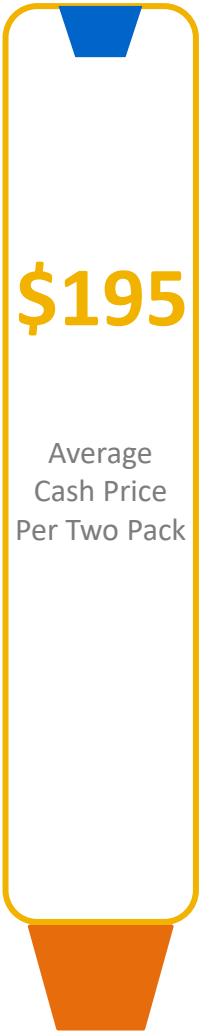
Affordability	\$\$\$\$	\$
Portability	⚓	🏃
Usability	🌀	➡



A Better Device, an Affordable Price:

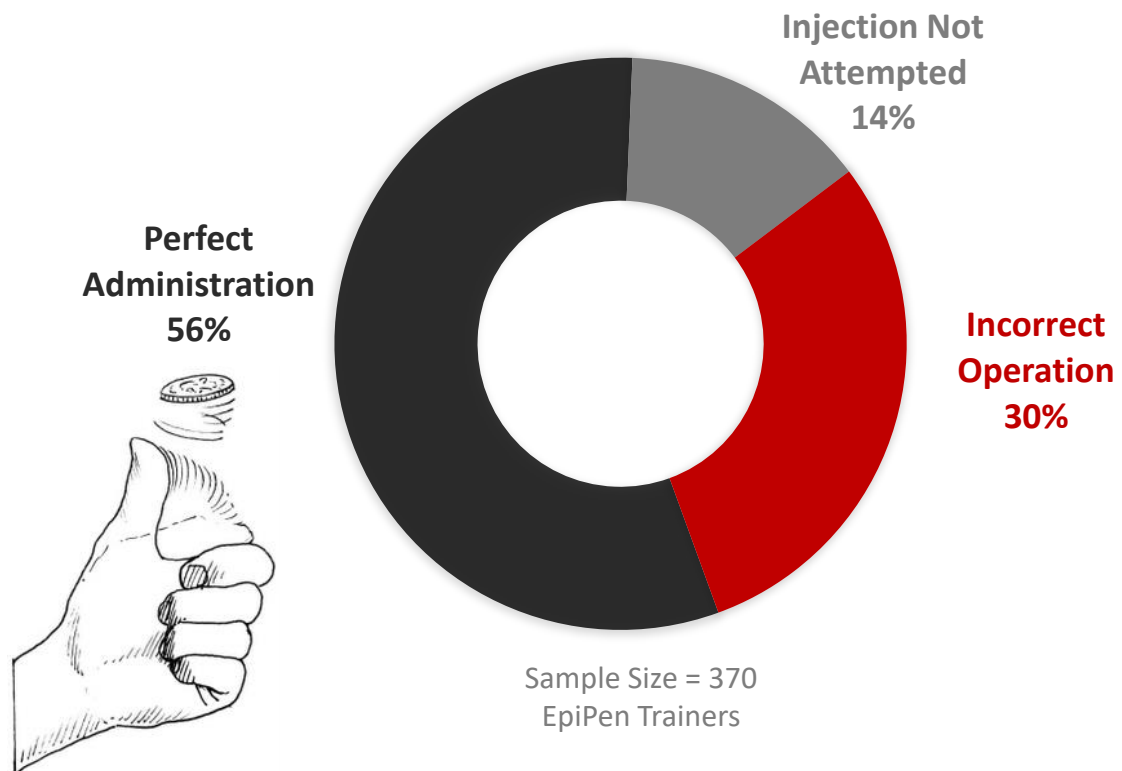
Competitors	Avg. Retail Price (Lowest Cash Price)
EpiPen (Mylan)	\$687.52 (\$607.27)
EpiPen Generic (Mylan)	\$410.09 (\$111.13)
Generic (Teva)	\$300 (\$300)
Auvi-Q (Kaleo)	\$5843.49 (\$360)
Adrenaclick Generic (CVS)	\$207.59 (\$109.99)

Note: Average retail pricing and lowest cash pricing was sourced from GoodRx.com on April 4th, 2021.



Poor Usability Leads to Anxiety

Patients and their loved ones are **restrained by crippling anxiety** caused by existing auto-injectors.



Lacerations



Accidental Injections



Administration as Easy as Pushing a Button

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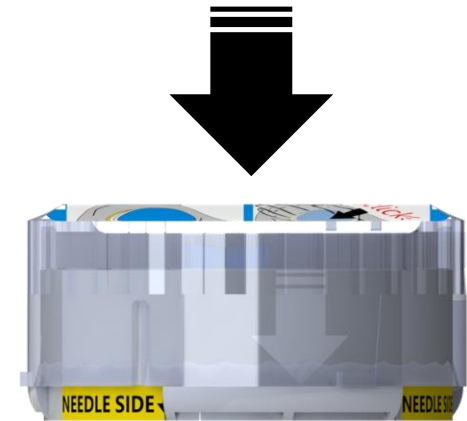
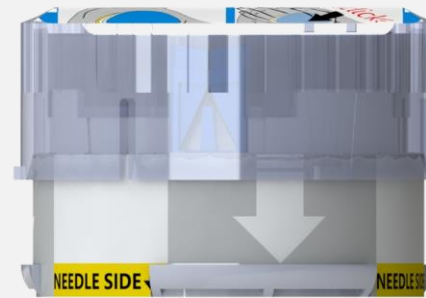
1 **TWIST** to remove **red** cover



2 **APPLY** to thigh, with **adhesive** base



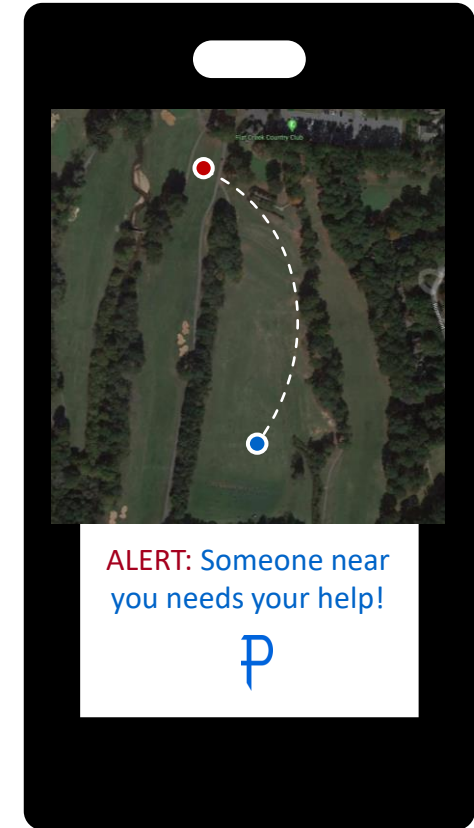
3 **PUSH** down until **click**



Connectivity: Driving Value

Add **connectivity** for additional desirable features:

- ✓ Automatically call emergency services.
- ✓ **Notify other owners of an emergency, where their auto-injector is needed nearby.**
- ✓ Instantly start playing an instructional video.
- ✓ Symptom checker to inform patients and/or caregivers if they should inject.
- ✓ Expiration date reminders.
- ✓ Temperature tracking.
- ✓ And more!



Patent No.: 10,722,653

Improved Protection

The auto-injector lends itself to accessory pairings:

70% of people that buy smartphones also buy a case for their device.
We predict a similar business case.

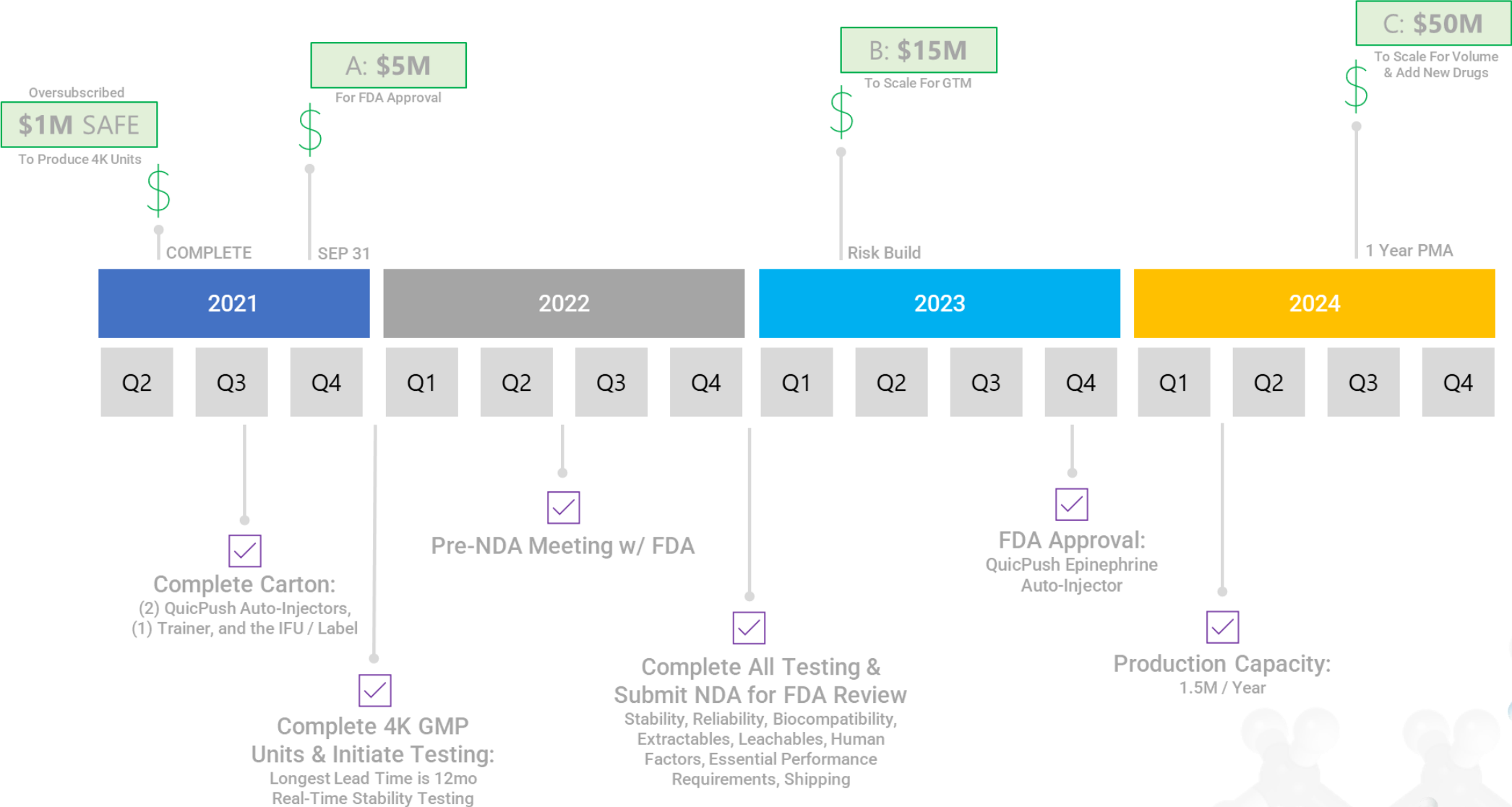
- ✓ Connected **smart functions** (device temperature, shelf life, location, etc.)
- ✓ Provide physical protection, light protection, thermal protection, etc.
- ✓ Keychain connections, lanyard clips, bike mounts, etc.



Patent No.: 10,441,714



Milestones & Fundraising Timeline



Epinephrine is Only the Beginning



Epinephrine
505(b)(2)
\$2B Market

FDA Approval



Naloxone
505(b)(2)
\$500M Market

FDA Approval



Atropine
505(b)(2)
\$500M Market

FDA Approval



Diazepam
505(b)(2)
\$100M Market

FDA Approval



Other

Subsequent submissions can reference the previously approved and marketed epinephrine version, streamlining those approvals.



COVID-19 Vaccine
Emergency Use Application

FDA Approval

Three Rocket Scientists

launch a medical device company

2017: The trio reunite and
[Launch Pirouette Medical.](#)

2013: [Founded the Rocket Division](#), focused on [creating a 7.5ft tall rocket](#) to develop an **attitude control system**, and served as a [mini startup experience](#) as they managed design, manufacture, fundraising, and execution – culminating in a launch!

Met while attending
[Clarkson University](#)
in Potsdam, NY.



Advisors: Leveraging Experience



Mark Bubak, MD
Medical Advisor

Dr. Bubak cares for adults and children with asthma and allergies. He is active in allergy research and education with a special emphasis on new allergy testing and treatment.



Katherine Reinke, RN
Sales/Marketing and
HCP Advisor

Kathy was the Director of BusDev at Abbott Labs, retiring after 33 years in the industry, and then became a nurse, to give back to the healthcare community. She has medical device experience with in-vitro diagnostics, clinical chemistry, and molecular diagnostics.



Thomas Hook
Contract Manufacturing and
Strategic Partnerships Advisor

Tom is the CEO at Q Holdings, and was formerly the CEO at Integer Holding, a leading med device contract manufacturing organization (CMO).



Stephen Bonner
Healthcare Innovation and
Entrepreneurship Advisor

Steve is an Entrepreneur in Residence at Harvard Business School, where he teaches a course in Healthcare Innovation. Formerly, Steve was the CEO of the Cancer Treatment Centers of America.



Joseph Nemmers
Business Development and
Strategic Partnerships Advisor

Joe was the Executive Vice President at Abbott Labs. He retired with 37 years of medical device and pharmaceutical experience.



Fundraising To Date & Ask



Funding raised to date: **\$4.475M**

- Received \$25K in non-dilutive funding from the Sandbox Innovation Fund at MIT.
- Raised \$4.45M with a Simple Agreement for Future Equity (SAFE).
 - Notable investors include **Y-Combinator** and **Safar Partners**.

\$5M

Our lead, Safar Partners, is investing an additional **\$2.5M** in an equity financing

- Term sheet signed. Financing docs complete.
- \$20M Pre-money valuation.
- Funds will be used to achieve FDA approval.
- ~\$500K Committed from existing SAFE investors.
- Interest from a strategic.
- We are seeking the remaining ~\$2M. We are placing emphasis on investors that can provide significant value, beyond a check, to accelerate progress.

