

**VerAvanti**<sup>™</sup>  
Your Intravascular Eyes



**Luis Savastano**  
Chief Medical Officer  
Presenting VerAvanti's SaFE

# Forward-looking Statements

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This Business Plan is confidential. The receipt of the Business Plan constitutes an agreement on the part of the recipient hereof: (1) that the information contained in this Business plan, as well as any supplemental information provided to the recipient by us or our representatives, either orally or in writing, is proprietary to us; (2) that the recipient shall maintain the confidentiality of the information contained in this Business Plan and any supplemental information; (3) that the recipient shall not reproduce, post, forward, or distribute this Business Plan or any supplemental information, in whole or in part, except to the recipient's legal and financial advisors for the purpose of evaluating a potential investment in VerAvanti; (4) that the recipient shall not use the information in this Business Plan or the supplemental information for any purpose other than to evaluate an investment in VerAvanti; and (5) that the recipient shall promptly return to us and/or destroy all copies of this Business Plan and any supplemental information upon request. The agreements of the recipient set forth in the preceding sentence are intended for our benefit and we may enforce such agreements.

Certain of the matters discussed in this report about our and our subsidiaries' future performance, including, without limitation, future revenues, earnings, strategies, prospects, consequences and all other statements that are not purely historical constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are subject to risks and uncertainties, which could cause actual results to differ materially from those anticipated. Such statements are based on management's beliefs as well as assumptions made by and information currently available to management.

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# Clinical Need: Current Imaging technology limits doctors' effectiveness

The neurovascular devices market is forecasted to grow a robust CAGR of 8.7%, reaching \$5.5 billion by 2028.

In 2022, 7.6 million new ischemic stroke cases were registered worldwide.

**20.5 million people** are living with heart disease

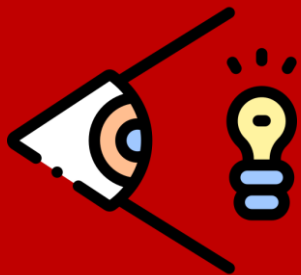
Chronic Total Occlusion (CTO) occur in **1 of 5 patients** having a cardiac catheterization

Most expert practitioners are successful in only 55% of these difficult cases, and only **10% of these cases are attempted**



2

## Solution: Real-time visualization for better outcomes



**New endoscopic technology** based on a Microelectromechanical System (MEMS) actuator scanning a laser at its tip

A **laser angioscope** capable to **see inside arteries in real time**, full color and forward

**Only imaging technology** that can identify vulnerable endothelial features, and identification of calcified plaques

3

## What is the Market Opportunity?

The neurovascular device market is forecasted to grow a robust CAGR of 8.7% reaching **\$5.5 billion by 2028**

10,000 interventional cardiologists in the USA performing about **7.1 million interventions per year**

In 2022, **7.6 million new ischemic stroke cases** were registered worldwide

**2.4 million Angiography/Arteriography** procedures done annually



4

## VerAvanti's Scanning Fiber Endoscope Advantages

Targeting coronary, stroke, peripheral vasculature, and neurovascular interventions



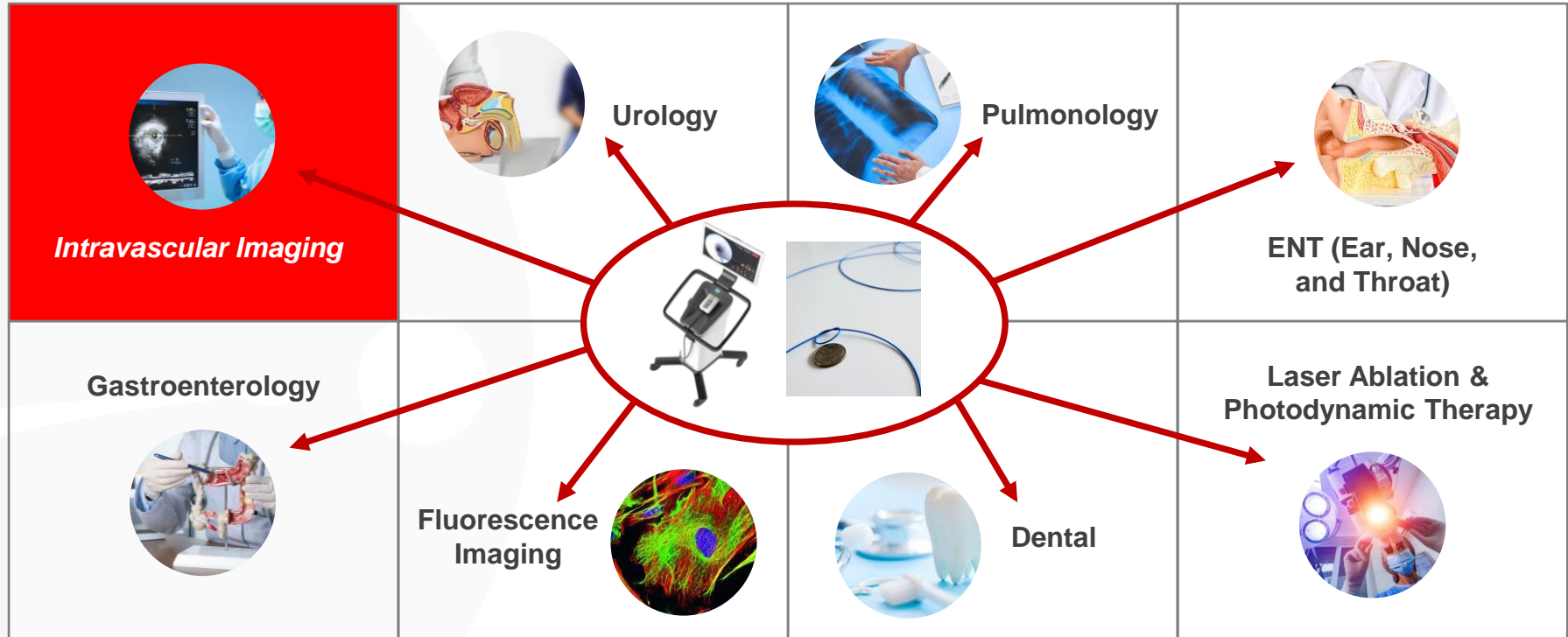
Intellectual property - more than **50 patents** and growing

Endorsed by **leading practitioners in the country**

In-house manufacturing with skill and precision

Building a portfolio of **high-margin** innovative products

# Scalable platform for multi market opportunities



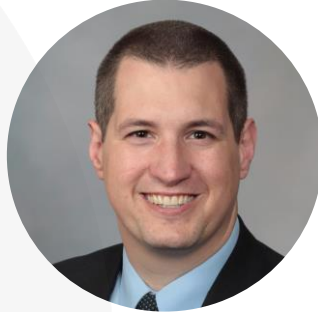
# Leadership Members



**Gerald McMorrow**  
*Founder & CEO*

Founded Verathon Inc. which sold to Roper Technologies for \$300M.

Electrical Engineer, veteran, inventor and business leader.



**Luis Savastano MD, PhD**  
*Chief Medical Officer*

Surgeon-scientist, inventor and entrepreneur dedicated to advancing endovascular and minimally-invasive surgery through development of new technologies.



**Juan Vegarra MBA**  
*Chief Marketing Officer*

Mr. Vegarra is an innovative leader with a demonstrated history of successfully implementing global sales & marketing initiatives,

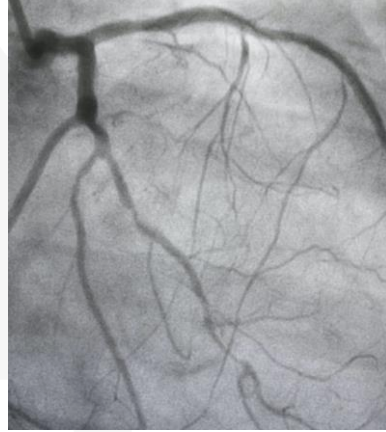


**David Goesling**  
*Chief Financial Officer*

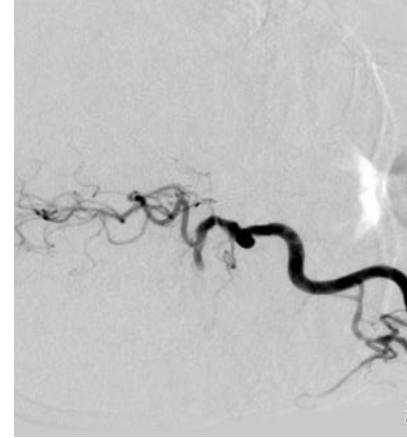
Senior finance executive with extensive startup and growth-phase experience in private and public companies.



# Challenges of Current Treatment Options:



**Heart Attack**



**Stroke**

**2.4M**  
Arteriography &  
angiography procedures

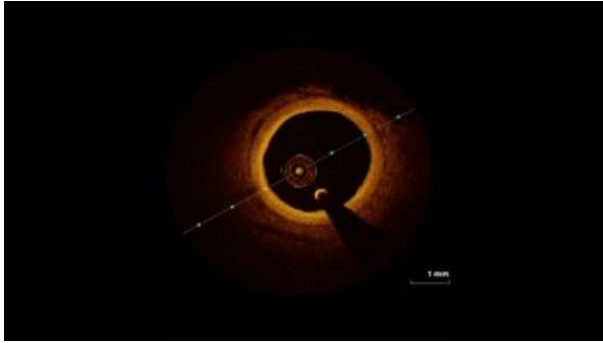
Generates shadows of vessels while flushing radioactive contrast media

Unable to identify vulnerable and complicated atherosclerotic plaques

In expert hands, it fails 45% of the time to provide guidance to wire a CTO

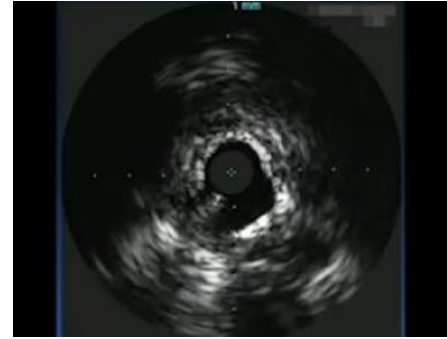
# Current Structural Imaging Technologies

## Unmet Medical Need - Practitioners can't see forward



[Full video here](#)

Optical Coherence Tomography (OCT)

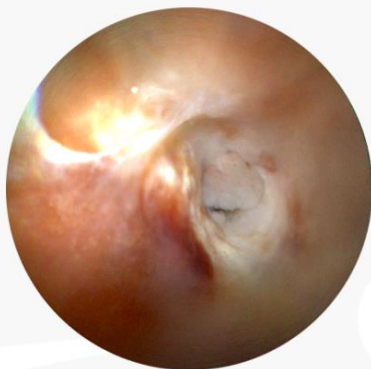


[Full video here](#)

IntraVascular UltraSound (IVUS)

- ⊗ Limited flexibility and maneuverability
- ⊗ Durability and material limitations
- ⊗ Reduced resolution as diameter shrinks
- ⊗ Cost and accessibility
- ⊗ Risk of infection
- ⊗ Limited real-time feedback
- ⊗ Limited sensing and diagnostic capabilities
- ⊗ Blood flow disruption

# Videos of VerAvanti's SaFE in Action: Your Intravascular Eyes



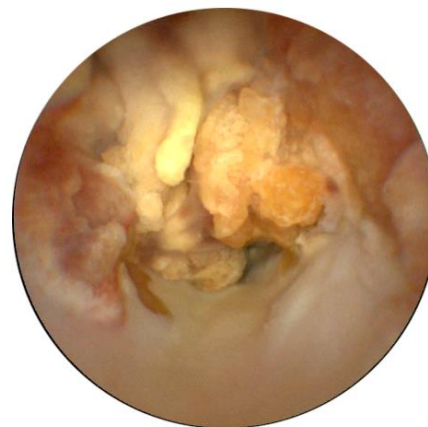
[Full video here](#)

Critical stenosis in disrupted  
atheroma  
**“Cross and stent”**  
(Angioplasty and stenting)



[Full video here](#)

High Clot Burden  
**“Suction clot”**  
(Thrombectomy)



[Full video here](#)

Calcified atheroma  
**“Break calcium”**  
(Lithotripsy)

# VerAvanti's Customers

Our *initial customer* will be the *Interventional Cardiology Unit* within the acute care hospital. The **purchase decisions** made in this unit are made by:

## Interventional Cardiologists



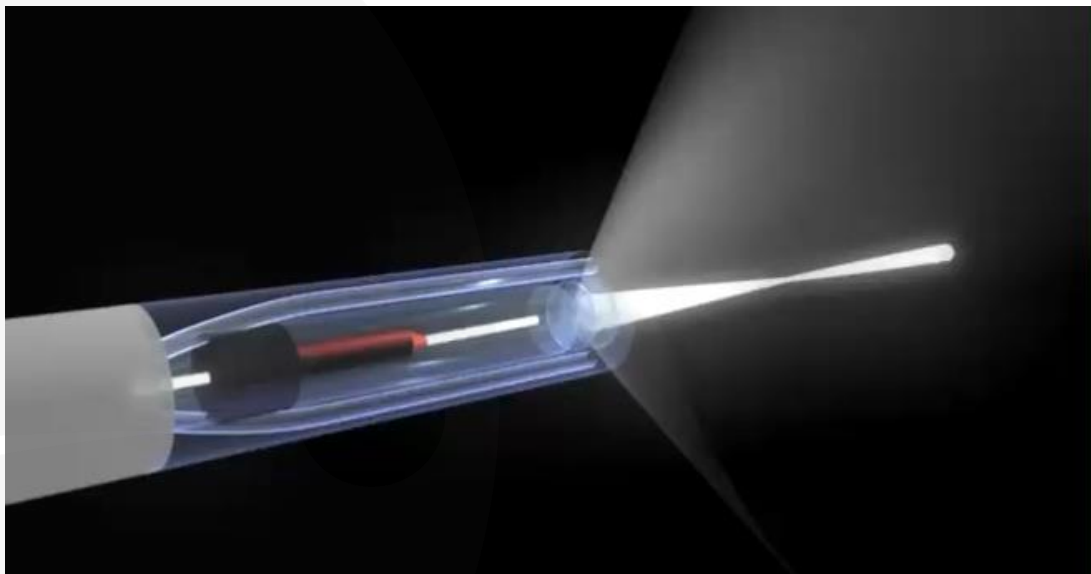
- ✓ Make the purchase decisions based on proven clinical utility, acceptable economics, and physician preference.
- ✓ Being highly specialized, there is a shortage worldwide.
- ✓ They generate the highest revenues for hospitals.
- ✓ These physicians have more influence technology adoption than other hospital personnel.

## Hospital Administrators



- ✓ Make their decisions based on Physician Recommendations.
- ✓ Regional Hospital compete aggressively for interventionalists.
- ✓ Hospital budgets are fungible. Skilled sales professionals can drive rapid technology uptake.

# Our Solution: Scanning Fiber Endoscope (SaFE)



**SaFE scans** multiple laser beams forward using a proprietary microelectromechanical systems (MEMS) in a spiral pattern to generate multimodal, **real-time, high-resolution videos**.

Caution: VerAvanti's SaFE is an investigational device, which is not yet cleared for commercial distribution in any country

# Our Solution: SaFE in detail

*See Better, See Forward, Treat Optimally* is the solution provided by Scanning Fiber Endoscope.

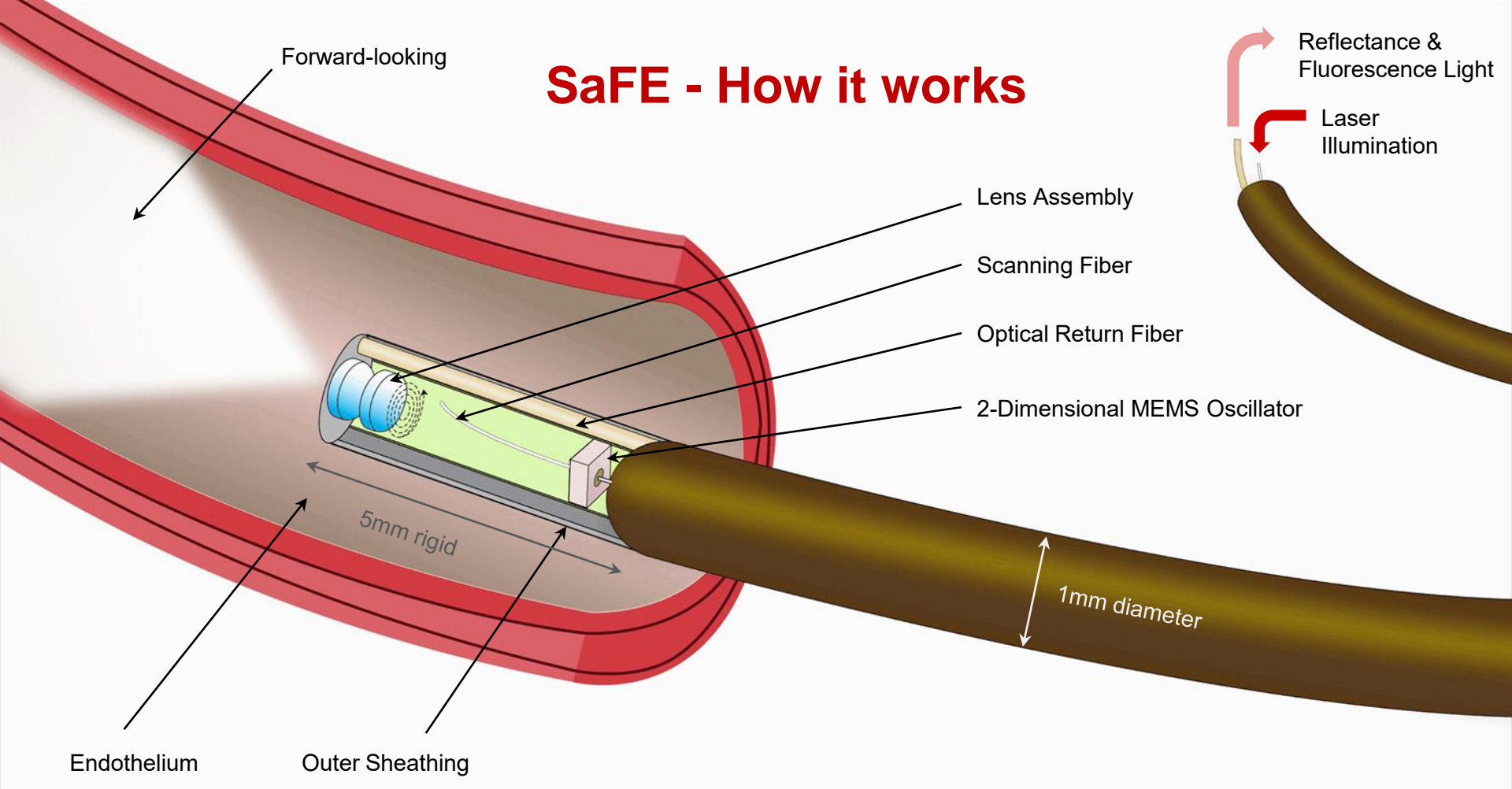
VerAvanti's range of instruments will prove **invaluable in difficult CTO procedures**. Currently, the most expert practitioners are **successful in only 55%** of these difficult cases, and only **10% of these cases are attempted**.

**SaFE looks forward**, and can image the CTO and the maneuvering of the guidewire used to penetrate the CTO. SaFE with OCT option can look into the occlusion and find the microchannels making successful penetration more reliable.

VerAvanti provides **the only imaging modality able to view endothelial defects** that are the root cause of emboli.

Reduces X-ray radiation as well as kidney risks by diminishing the use of iodine contrast.

# SaFE - How it works



# Sales Plan

## Products, Services, and U.S. Pricing

Capital Equipment

**\$65,000 USD**

VerAvanti SaFE Imaging System



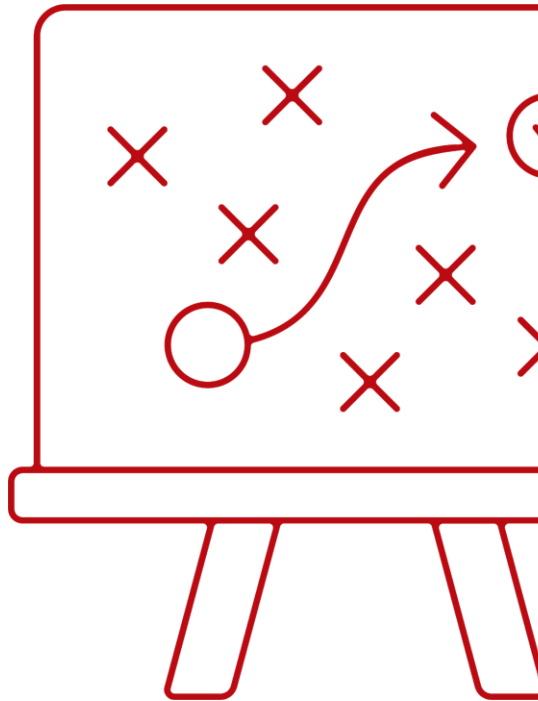
**Direct sales force**



Recurring

**\$120,000/yr**

Single-use imaging catheters



## VerAvanti Plans To Grow To \$380 Million By 2029

**\$68 million** capital equipment revenue

**\$283 million** single-use recurring revenue

**\$29 million** in service, OEM and misc. revenues

Gross **margins of 80%** due to investments in manufacturing methods



# Board of Directors



**Gerald McMorrow**

Founded Verathon Inc. which sold to Roper Technologies for \$300M.

Electrical Engineer, veteran, inventor and business leader.



**David C. Auth, Ph.D**

Renowned scientist, inventor, businessman and serial medical device pioneer. Sold Heart Technology to Boston Scientific for \$1 billion. Serves on several medical technology company boards and is Affiliate Prof. of Bioengineering at the UW since 1985.



**Mike Moyer**

Mike leads the emerging companies and venture finance teams at BakerHotstetler law in Seattle, working extensively in technology and life science companies and investors.



**Fred Moll MD**

Distinguished medical device entrepreneur. Founded Hansen Medical (HNSN), Restoration Robotics (HAIR), and Intuitive Surgical (ISRG) and most recently Auris Surgical Robotics.

# Advisory Board



**Mark Reisman, MD**

Clinical Prof. of Medicine at the UW, President of the Board of Directors for the Seattle Science Foundation, and Director of several cardiology programs nationally.



**John Petersen II, MD**

Director of Cardiovascular Research at Swedish Heart & Vascular Institute. Attended UW School of Medicine, residency at Duke University Medical Center.



**William Lombardi, MD**

Assoc. Clinical Prof. of medicine in the Division of Cardiology, and director for Complex Coronary Artery Disease Therapies in the UW Medicine Regional Heart Center.



**Patrick McVeigh, MD**

Dr. McVeigh is with the Division of Vascular Surgery at the University of Toronto. His PhD in Medical Biophysics produced the 1st in-vivo studies of intravascular imaging using the SFE.