





## THE PROBLEM


**Vascular Access (VA)** procedures, required for hemodialysis, are complex and highly invasive. These interventions involve several disciplines and fragile patients, usually with multiple diseases. Thus, **training** is crucial to minimize patient risks: current training systems are **unrealistic and inefficient**, so practice is usually performed directly on the patient without previous exercise. ANAIS Medical offers a complete toolkit for VA care with **highly realistic simulators** that incorporate **complex anatomical cases**, and allow practicing multiple techniques.

 **300 M** surgeries performed worldwide every year

 **250.000** deaths / year due to medical errors

 **\$ 986M** Global Market Size<sup>3</sup>

 **4.9 M** patients in dialysis in 2025

 **2.5%** Health Budget for CKD patients in hemodialysis

## THE SOLUTION

ANAIS Medical has developed three different simulation models to train the following procedures:

- Creation of arteriovenous fistulas
- Reproduction of endovascular interventions
- Puncture with US-guidance

Anais Medical uses innovative technologies to provide realistic models with complex real anatomies and high resemblance to human structures.

## VALUE PROPOSITION

- ✓ Realistic anatomy
- ✓ Fast learning curve
- ✓ Reduction of operative times
- ✓ Lower complication rates
- ✓ Improvement of patient outcomes

## MILESTONES

- 2019 **Prototype development**
- 2019 **Proof of concept**
- 2019 **European Patent Submission**
- 2020 **CE Mark**
- 2020 **Spin off creation**
- 2020 **First sells**
- 2021 **Fundraising**
- 2021 **Industrialization**

## FUNDING GOALS



- 38% Product Development
- 17% IP Protection
- 21% Regulatory
- 24% Market Strategy

## KEYMETRICS

- \$300** Price/Product
- \$100** Production cost
- \$986 M** Surgical Simulation Market Size
- 14,3%** CAGR

## PROOF OF CONCEPT

Participation in the Workshops of the **1st GEMAV Congress** (Barcelona, 2019)



## MANAGING TEAM



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