

# ADDITIVE IMPLANTS

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Additive Implants Inc. (AI) is a surgeon-led company that designs and sells Interbody Fusion Devices (IBFD), used to treat herniated or degenerative discs, with the ability to heal bones in improved positions consistently which is essential to improved patient outcomes in the one billion-dollar (\$1B) IBFD market.

AI has received FDA clearance for two (2) of its patented cervical IBFDs that address surgeon's needs during Anterior Cervical Discectomy and Fusion (ACDF). Four (4) additional IBFDs are scheduled to be released in 2020 and 2021 that address: Transforaminal Lumbar Interbody Fusion (TLIF) and Anterior Lumbar Interbody Fusion (ALIF) surgeries. By 2Q21, AI will have products for the entire IBFD market.

AI utilizes titanium 3D printing to generate novel implant geometries, with optimum surface features, material, and implant sizing. AI's patented designs have improved bone in-growth, bone fixation, ability to prevent subsidence, and excellent radiographic characteristics; all while lowering the cost of the product by up to 86%. AI's products offer the surgeon IBFDs that address each patient's unique needs, while providing the efficiency of time using AI's patented instrument set. AI is the first company to offer surgeons flexibility of multiple Ti cervical IBFD with increased options for different stiffnesses, higher degrees of angulation, and sizes - unmatched by the competition. Due to the lack of these options and features, competitors' products result in reoperation rates of 2.5 -15%, which translates into pain for patients and tens-of millions of dollars in additional insurance expense. In a blind survey 11 out of 12 spine surgeons that evaluated SureMAX®, agreed with its design philosophy and were interested in its use.

There are 5,000 surgeons in the United States who perform over one million spinal surgeries per year to treat herniated or degenerative discs. AI projects that with 100 US surgeons, 15,000 AI products would be used per year, and AI would generate \$30M in US sales. AI currently has 15 active surgeons using its products and ten (10) awaiting approval at their institutions. Over 150 of AI's first IBFD have now been implanted by 15 surgeons in over 90 patients at 25 sites in 6 states, giving AI significant traction in the marketplace. In the second half of 2019, AI generated \$186,000 in revenue; with an Average Selling Price (ASP) of \$1,250 and revenue per surgery of \$2,075, with a gross margin of over 90%. To date, AI has not had any complications, reoperations or adverse events reported.

Additive Implants Inc, was founded by industry veterans. John Ehteshami, MD (CEO) is an Orthopedic spine surgeon with experience in experimental research, implant analysis, and biomechanical research. Bob Brosnahan (COO) was formerly the VP of Global R&D for Zimmer Spine. Jeff Horn (CCO) was a sales and marketing executive from Johnson & Johnson, Medtronic. Gary Lynch (VP Quality) has 40 years' experience in the medical device industry in R&D, Manufacturing Operations, and Quality/Regulatory. Babak Ehteshami (Controller) has 25 years of executive experience.