



# Verapido Medical GmbH Pitch Presentation - T4M Start-Up World Summary for publication

Verapido Medical GmbH  
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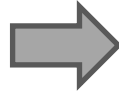
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## Introduction Verapido Medical GmbH

Founded in 2013 in Villingen-Schwenningen, spin-off from Hahn-Schickard, EN ISO 13485 certified

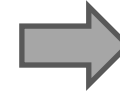
### What we do

- R&D of innovative medical devices
- Drug delivery
- Injection and infusion
- Into or below the skin



### Why we do it

- Better procedures
- ↑ patient comfort
- ↑ therapy adherence
- Medical benefit



### For whom

- Niche indications
- New indications
- Underserved by large medtech players

## Products & Pipeline

### dermaject® intradermal injection device

- Lead product, CE marked
- Enabling device for id injections of vaccines, eg therapeutic cancer vaccines



### Further devices:

- Botox injection device
- Infusion device and product family
- Pens/autoinjectors, eg intradermal insulin pen

## Team



**Markus Clemenz, MD, Founder, CEO**  
R&D, strategy, medical, marketing, management  
Physician-scientist background (Charité Berlin)



**Jonathan Turner, PhD, CBO**  
Business development, general management  
>20 yr. int. experience senior global pharma pos.



**Sandra Schulz, B.Sc.**  
Marketing, regulatory, quality, preclinic  
Medical Engineering Hochschule Furtwangen



**Hahn-Schickard, Co-Founder, Shareholder**  
Incubator, access to  
> 120 engineers  
Int. filing of IP rights



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## The Market Need

### A Procedure for Accurate Intradermal Drug Delivery



#### The Problem

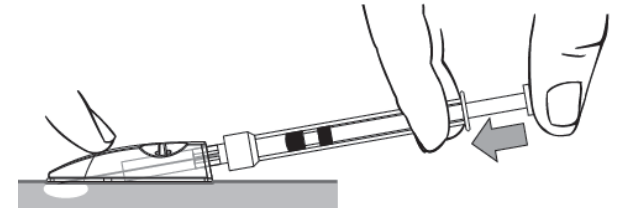
- 20% of intradermal injections go wrong (costs of €6k - €60k p.p. p.a.)
- Pharma companies have to train physicians to do the manual procedure
- Manual procedure is not standardized and not reproducible – ↓ efficacy
- Long and painful procedure
- Scars/cicatrices
- ➔ Huge medical, regulatory, patient and industrial demand



#### The Market

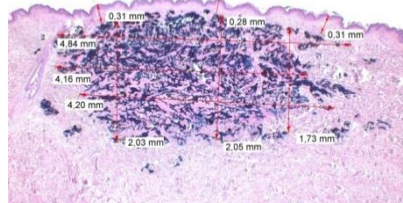
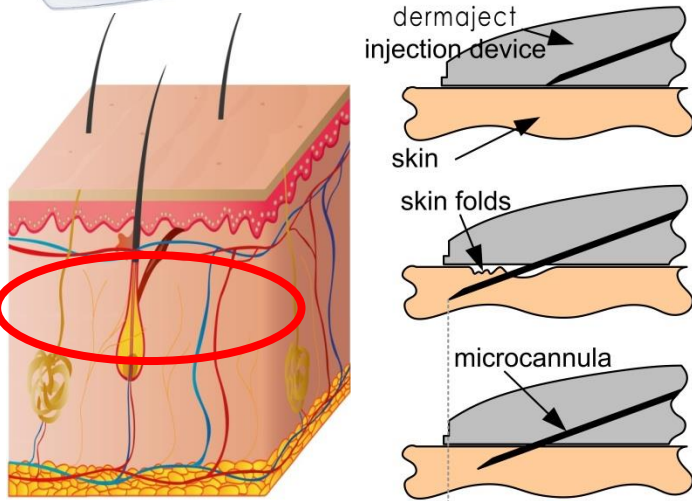
- 304 intradermal drugs in development (PC, Ph I, II, III, Source: MedTRACK), strong growth projected
- Cancer vaccines, other vaccines, dendritic cell therapies
- Dermatology, cosmeceuticals, allergy tests
- Product Lifecycle Management
- Potential \$100s millions market for successful combination products

# Verapido's Solution dermaject® intradermal injection device



## Advantages & USPs

- High precision, standardised, reproducible, no training needed
- Safety mechanism against needle injuries
- Open system (Luer lock), robust and inexpensive design and materials
- USPs vs competitors:
  - acute angle of cannula
  - long incision channel
  - less leakage
  - up to 10x larger fluid volume injectable
- Clinically tested, phase II trial CLL vac
- CE marked, FDA approval in preparation



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## Business case

### dermaject® – Principal Product and Value Driver

- Business cases take account solely of dermaject®
- Business model 1 (preferred, upside)
  - High value Combination Product business – dermaject® is positioned and commercialized as an enabling device
  - BD: dermaject® will be licensed to pharma partners for development and registration as combination product for intradermal cancer vaccines and other intradermal products
  - Utilizing precedent terms, drug development information from the industry and pricing, assumptions have been generated which permit a cash flow prognosis based on the above deal terms, for the generation of G u V and for addressing valuation
- Business model 2 (fall back)
  - Lower value Component Product business - dermaject® is positioned and commercialized as volume component
  - Same need for BD as 1.
  - Cash flow prognosis can be generated at hypothetical unit price and based on same market size and penetration assumptions as 1.

## Financing Required: Seed Round

- Current financial need: €1,5m
- Economical, risk-reducing investment case
- Goals
  - Increase in value and risk reduction, access to US market
  - Feasibility evaluation of business models 1 and 2
  - Preparation of exit to strategic partner and/or preparation larger financing round (€6m)
- dermaject® milestones to be hit with the new capital
  - FDA authorization
  - Combi deals (dermaject®-drug combination deals)
  - Positive results from 1 clinical trial
  - Production of new LOT (5-10k pieces)
  - Maintenance of CE and 13485 certification
  - Device redesign for production scale up

## Contact Details

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