

## Management:

**CEO:** Tim Blair

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**COO:** Craig Berkly

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**CFO:** Joseph Gerardi; MedTech IPOs, peripheral vascular / venture backed expert.

## Advisors:

**George Adams MD:** Int Cardiologist, Rex Medical Center UNC

**Michael Cohn MD:** Int Radiologist Memorial Health System, Hollywood FL

**Patrick Muck, MD:** Vascular Surgeon, Good Sam, Cincinnati, OH

**Ken Ouriel, MD:** Vascular Surgeon, Clev. Clinic & NY Presbyterian, CEO of Syntactx

## Strategic Partners:

Legal – Saul, Ewing, Arnstein & Lehr LLP

Accounting – RSM (US)

Manufacturing – Medical Murray (IL)

IP Strategy - Dunlap Codding P.C.

Laboratory – NAMSA

Regulatory – NAMSA

Reimbursement - JD Lymon (MN)

## Notable Investors:

NAMSA

Cleveland Clinic (GCIC)

OSF Healthcare Ventures (IL)

Florida Community Health Network (FL)

Gopher Angels (MN)

NuFund (Tech Coast Angels)

Queen City Angels (OH)

Sand Hill Angels (CA)

Band Angel Network (CA)

Berkeley Angels (CA)

Physician/Strategic Investors

## Financing:

Raised ~\$7M to date.

**Series A (Q4 2023) Estimated at \$5M.**

## Highlights:

\***Enormous market potential**

\*Smart, Connected Leadership

\*Disruptive Technologies (Simplicity)

\*Disposable / Minimally invasive

\***510(k) cleared 7F system**

\***14F system submitted 3-2023**

\*Strong KOL Relationships (adoption)

\*Strong Safety and Efficacy profile

\*Improving Health outcomes

\*Improving Health economics

\*\$200M product lines



**ICHOR Vascular Inc.** has 510(k) market clearance for its 7F percutaneous Embolectomy / Thrombectomy system to treat a wide range of arterial and venous occlusions (*a \$20B global TAM moving to mechanical options.*) ICHOR is a 1<sup>st</sup> line “on the table” clot extraction therapy that eliminates surgery and reduces the need for thrombolytic (drug) therapy. Acute clot, thrombosed bypass grafts, occluded stents, organized thrombus, embolic events, dvt, and post atherectomy tibial occlusions have been successfully performed using ICHOR’s technology.

**PAD Market:** The US Arterial thrombus market is estimated above \$2.4B and mechanical options make up less than 10% of this market. Those with PAD are at increased risk for heart disease, aortic aneurysms, stroke and is commonly associated with diabetes or hypertension.

**7F Arterial Market:** More than 200,000 Americans treated for lower limb occlusions annually, many of which can be treated with an ICHOR Panacea device.

- ~70,000 limbs diagnosed and treated as ALI (M Yost).
- >50,000 fem pop bypass failures (rarely reported as an ischemic event).
- >50,000 estimated pre CLI (organized thrombus).
- Thousands of occluded SFA stents treated as thrombectomy procedures.
- Incidence of clinically significant emboli from peripheral interventions reported between 2%-5% but significantly under-reported.
- PAD (In the US & EU) is responsible for ~240,000 amputations / year.
- ~25% of these patients die within 30 days & 50% within 1 year of amputation.
- Outcomes are essentially unchanged in the last 30 years.
- Tools to treat lower limb disease are essentially borrowed, old, and unchanged

**14F Venous Market:** The US DVT market is estimated above \$2.3B and mechanical options make up less than 30% of this market. More than 400,000 Americans treated for deep vein thrombosis (DVT) of the lower limbs annually which can be treated with an ICHOR 14F device. Venous thromboembolism (VTE = DVT and PE) affects more than 1 per 1,000 people and contributes to 60,000–100,000 deaths annually. DVT of the lower limbs is equally growing like PAD and the common origination for Pulmonary Embolism (PE). ICHOR’s ability to manage flow with proximal and distal protective elements will give physician’s better options in lower limb clot management.

**ICHOR Vascular Solution:** Our 510(k) cleared ICHOR system will penetrate the peripheral arterial / venous market by replicating what works well in a surgical embolectomy, now an endovascular same-day procedure. ICHOR will treat organized thrombus, acute occlusions, and venous thrombus with superiority while driving an economic benefit that will further drive hospital and physician adoption as a 1<sup>st</sup> line therapy.

**ICHOR Value Proposition:** a simple, easy to use, “1 size fits all” Endovascular Reperfusion System.

- Non-drug therapy = fewer complications, reduced ICU stay
- Non-surgical therapy = fewer complications, reduced ICU stay
- Avoids blood loss associated with aspiration and surgery
- No general anesthesia
- Avoids distal embolization
- Intuitive for any endovascular physician to use
- Addresses the Health Economics

### Use of Series A Proceeds:

- Execute a limited market release of the 14F reperfusion system.
- Next generation 7F arterial device released Q1/2024
- Collect real world data that drives adoption, podium worthy, and supports CE Mark
- Sales and Clinical enablement model (PoC) – drive revenue!
- Complete QMS for FDA and EU audits (ISO certified)
- Obtain OUS registrations.

