

## One Sentence

Surge-on Medical is developing and selling fully steerable, quick detachable and easy to clean instruments for minimal invasive arthroscopy and laparoscopy to empower surgeons.

## Unique Selling Points

- A single instrument replaces up to ten established instruments and other functions
- These freedimensional movable instruments offer cable-free steerability. Up to 80% fewer parts
- Simplified operation techniques minimize tissue injuries and reduce risk of infections
- This leads to major cost savings for hospitals

## Strategic Ambition

The company is setting new surgery standards to deliver better healthcare. Using cable-free technologies, they have created freedimensionally movable instruments that provide better access to surgical areas and replace the current fixed-angle instruments.

Surge-on Medical has obtained four international patents that represent a major advance in minimally invasive instruments, improving existing surgical techniques and making them more efficient. With its engineers, they are developing the future of remote-controlled robotics in precision surgery. The modular and reusable instruments are ready to be connected to robots, as validated for a US surgery robot builder.

The company has finished its proof-of-concept on a portable and modular surgery robot. As it fits in two portable cases, and will be drastically more low-cost than current robots, this has the potential to bring robot assisted surgery to remote areas, developing countries and disaster or war zones.

## Market and Competition

The multi-patented platform technology currently allows access to three global markets. The present market entry volume is around € 5.3 billion per year. The global total market size is expected to grow up to € 10 billion with additional product lines based on the company's current patent portfolio.

- Steerable Punch for knee surgery (meniscectomy) is fully validated and ready for market launch
- Functional models of a Steerable Grasper for laparoscopy have been successfully tested
- Two Portable Laparoscopy Robot Systems are in development: PoLaRS-VR (prototype), an interactive robotic surgery training system and PoLaRS (proof-of-concept), the first low-cost and portable modular surgery robot

## Business Model

Since 2015 this company has received more than € 650,000 in funding from grants, angel investments, bank loans and award money. All instruments are jointly developed by a dozen active surgeons. The Steerable Punch is approved by the Medical Ethical Committee and Instrument Sterilization Department of the largest hospital in the Netherlands.

The company has sold demos at the full target price and many distributors are ready to add these products to their portfolio. The unique selling propositions and the outstanding production quality justify an extraordinary profit margin. In addition, due to the Company's strong patent portfolio, revenues from IP licensing are also expected to be part of the business model.

## Investment Opportunity

- Target amount to be raised: € 5 million
- Pre-money valuation certified by auditors: € 33.361 million
- Equity offered: up to 12.74 percent
- Type of investment: profit and loss participation certificates
- Term: unlimited, callable at the end of the 2033 financial year at the earliest
- In case of an exit all investors will fully participate in the value development of Surge-on Medical

## Management Team

The two founders have more than ten years experience each as medtech entrepreneurs. They complement each other perfectly in the fields of technology and business. The project and the team were awarded multiple times in the past years.

- CEO, Benno Groosman, MScBA, serial entrepreneur, business and finance expert
- CTO, Dr. ir. Tim Horeman-Franse, PhD, assistant professor, technology and engineering professional
- COO, Audry Zoncsich, MSc and engineer completes the team by providing project management skills.
- The advisory board, consisting of surgeons, clinical researchers and key opinion leaders contributes to the right mix of international experts for business success in medical technology.

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