

# EXPERIENT MEDICAL

Next-Generation ENT Devices and D2D Distribution Platform





# A better experience for patients and doctors

ExperiENT exists to improve healthcare delivery through the deployment of innovative, proven medical technologies in a direct-to-doctor (D2D) distribution model.





### Imprecise ENT Treatments

### Inefficient Distribution Model

#### Adapted Technologies Create Complications

- Legacy balloon designs developed for cardiovascular and neurological applications fail to address ENT needs
- One size fits all mentality, not site-specific limits efficacy and increases margin for error
- Disease is only partly treated leading to recurrence and complications

#### Middlemen Extract Fees, Fail to Add Value

- Medical device companies and distributors (Medtronic, Stryker, etc.) inflate prices through aggressive sales tactics
- Lack of pricing transparency hurts doctors and patients
- Doctors spend time and energy managing sales rep relationships



The Solution

Next-Gen Tools. Next-Gen Distribution.



#### **Next-Generation ENT Treatment Devices**

Evolutionary, patented medical balloon technology for the treatment of Ear, Nose and Throat patients.



#### Efficient Direct to Doctor (D2D) Model

ExperiENT offers its full line of ENT treatment devices directly via its website — no sales rep needed.



#### **Peer-to-Peer Community**

ExperiENT's website provides clinical data, peer reviews, and other resources and information.





# ExperiENT Devices





### ExperiENT Devices

Evolutionary, patented medical balloon technology to develop and deploy devices for the treatment of Ear, Nose and Throat patients.

#### YouStay™ Device Eustachian Tube Dilation

Superior device placement

Ensure consistent anatomic dilation

Ease of use



#### RhinoBridge<sup>™</sup> Device Epistaxis Treatment

Site Specific treatment

Easy insertion and removal

Better patient experience



#### Sinus Dilation System

Anatomically shaped balloons

Textile reinforced balloons

Steerable system



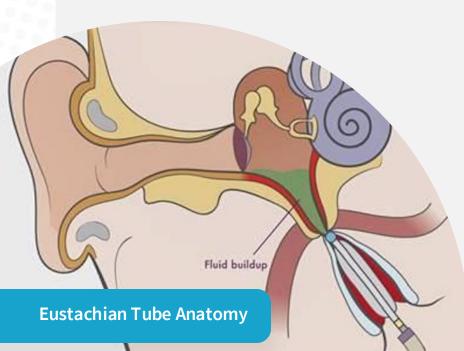


# YouStay<sup>TM</sup>

Eustachian Tube Dilation



# Eustachian Tube Dilation -Old Technique





#### Conical, tapered shape

Narrow eustachian tubes can cause pain and discomfort, limit the ability for ears to drain leading to infection and other complications



#### Access through nasal narrow passageway

Device must be inserted into the nose and then turn at a high angle to enter and dilate the tube; multiple steps and hands needed



#### Only effective in select patients

Balloon dilation profile limits dilation efficacy



# The ExperiENT YouStay<sup>™</sup> Device for Eustachian Tube Dilation



#### **Anatomically Shaped Balloon**

Helps ensure consistent dilation of eustachian tube



#### Easy to Use

One handed management of device including intraprocedural angulation



#### Angulation for a more customized approach

Articulating tip to facilitate insertion and fit



#### **Integrated Visualization**

Next generation fiberoptic technology with distal visualization window through balloon tip

#### Optimal dilatation with Nylon balloon material

Optical window

Wedge shaped balloon with distal dilatation zone

Single plane deflection mechanism

Hypotube shaft for optimal balloon placement and steerability

\* Patent pending

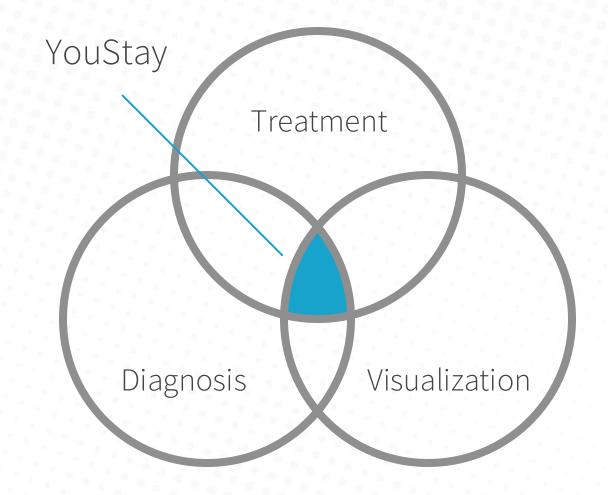




# A Complete Diagnostic and Treatment System

YouStay<sup>™</sup> is designed to offer a streamlined and improved diagnostic and treatment process. Key capabilities within the device and system include:

- Location (visualization)
- Confirmation (treatment)
- Image recognition (diagnostic)





# Transforming ENT Care with AI/ML



#### Automated Image and Video Analysis

Ingest and analyze endoscopic images and videos in real time: Al-driven diagnostics, error detection, and treatment confirmation.



#### **Smart Visualization and Workflow**

Machine learning algorithms optimize visualization, validate procedural steps, and provide on-the-fly guidance or alerts for improved patient safety.



#### **Continuous Learning and Feedback**

Every new case trains the system further, driving continuous platform improvement and better clinical success

Improvement Area	Physician/Clinical Impact	Patient Impact
Throughput/Workflow	Faster, more confident decision-making	Shorter procedure times
Accuracy & Confirmation	Treatment verification; reduces human error	Fewer misdiagnoses
Medical Imaging Analysis	Instant Al-driven image recognition for diagnostics	Earlier, targeted care
Minimally-Invasive Guidance	Optimized procedure paths; less guesswork	Less invasive therapy
Outcome Analytics	Data-driven insights to refine personal practice	Better health outcomes



# Additional Devices

Future development: Epistaxis and Sinus Dilation



Epistaxis Treatment Today: Inefficient Outcome



#### **Existing Approaches Weak**

Do not target area of bleeding, multiple sizes causes confusion



#### **Not Comfortable**

Large, bulky devices blocking airway uncomfortable for patients



#### **Removal Complications**

Removing devices often leads to bleed re-occurrence.



# The ExperiENT RhinoBridge™ Device for Epistaxis





#### Anatomically Shaped Balloon

Helps ensure consistent pressure to stop bleeding



#### Easy to Use

Reduces the number of ancillary tools a practitioner needs to insert and address the bleed



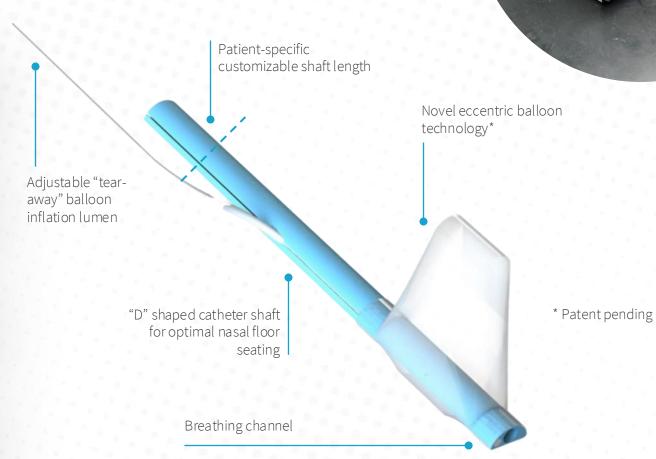
#### Adjustable length

Device length can be adjusted to meet the anatomical needs of patient and location of bleed



#### Focus on materials

By using a simple design and soft polymers, the device is more comfortable for patients





# Sinus Dilation Today - Outdated Technology

#### **Today's Sinuplasty Devices**

Over 30 million adults in the U.S. are diagnosed with sinusitis each year and many benefit from balloon dilation. Non-anatomic balloon designs limit the efficacy of this treatment.



#### **Existing solutions difficult to** use in complex anatomy

Placement can be difficult



#### Non-anatomic dilation

Each sinus has a different shape, but balloons all dilate to a cylindrical shape limiting efficacy



#### Only effective in select patients

Failure is common requiring more invasive procedures because of incomplete dilation



Textile Reinforcement

# The ExperiENT Solution for Sinus Ostia Dilation



#### **Anatomically Shaped Balloon**

Balloon construction minimizes straightening forces and dilates sinus to normal shape



#### **Textile Reinforced Balloons**

Balloon construction allows 40atm burst pressure and extreme puncture resistance



#### **Steerable OTW System**

Articulating tip to facilitate insertion in almost every patient





# Distribution Platform





The ExperiENT D2D Distribution Platform



#### Direct-to-Doctor (D2D)

ExperiENT offers its full line of ENT treatment devices directly via its website — no sales rep needed.



#### Efficient. Easy to Use.

Direct shipment, automated ordering and replenishment of consumables.



#### Peer-to-Peer Community

ExperiENT's website provides clinical data, peer reviews, and other resources and information.



#### **Affiliate Model**

Doctors can participate in affiliate programs to earn discounts on product purchases.





### ExperiENT Advantage

The ExperiENT D2D platform offers significant advantages to doctors while providing the Company with a direct relationship.

#### Lower **Costs for Doctors**

Direct-to-Doctor (D2D) model allows for cost savings to be passed along to doctors

Affiliate programs provide incentives for doctors to advocate for ExperiENT products

#### **Lower Cost of Customer Acquisition** for ExperiENT

D2D customer acquisition and retention costs are lower than with in person selling models

Building advocacy with users creates community and magnifies ExperiENT's market presence.

#### **Low-Cost Expansion** to Third-Party **Products**

D2D platform allows for easy, low-cost introduction of third-party products

Efficiency of sales and distribution models builds customer loyalty while further expanding ExperiENT's revenue capture.



# Market and Opportunity





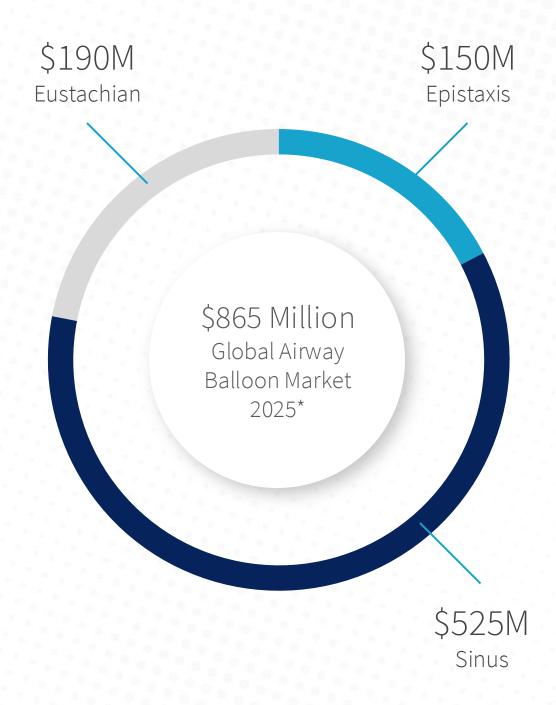
# Blue Ocean Global ExperiENT Market pportunity

#### \$865 Million Global Airway Balloon Market 2025

Factors driving this market growth include:

- Rising prevalence of infections like sinusitis, colds, flu, and allergies and epistaxis
- Increasing population of young children susceptible to Eustachian tube dysfunction
- Technological advancements in dilation devices and procedures
- Growing awareness and adoption of minimally invasive treatments
- Rising Healthcare Expenditure & favorable reimbursement policies

\*The Market is experiencing substantial growth, with compound annual growth rates (CAGR) estimated on a blended average 6% over all airway indications 2025-2037





# ExperiENT Competitive Position

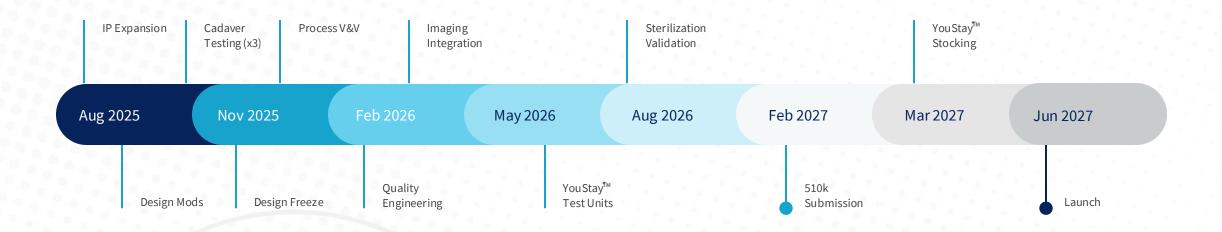
#### **Market Strength**



**Emerging** 



# Focused, Incremental Execution





# Seasoned Team of Experts and Entrepreneurs



Dr. Robert Bridge

Dr. Bridge has over 30 years experience in ENT private practice. Previously he established the ENT Department at HonorHealth (which has over 6.000 physicians serving the Arizona market) and was founder of the Arizona Minimally Invasive Sinus Institute. Dr. Bridge has both an Engineering Degree and MD from the Univ. of Nebraska, and Otolaryngology, Univ. of Kansas.



Dan Kasprzyk

Mr. Kasprzyk has over 20 years medical device startup experience and successfully built previous medical device company (Machine Solutions, Inc.) to \$20M in revenue and \$4.2M of EBITDA before selling to a Private Equity Group in 2012. Recruited by W.L. Gore & Associates in 1997. Founded startups Vascular Solutions, Symple Surgical, Q Biomedical, and Poba Medical.



**Erik Davies** 

20+ years experience in medical device development, commercialization and marketing including experience in epistaxis and sinus balloons (Smith & Nephew / ArthroCare).



David Fishman

A lifelong entrepreneur and business developer, David has 20+ years of startup experience in Medical, Technology, CPG, and Retail, founding multiple companies and driving growth across industries. With expertise in solution sales, strategic thinking, and networking, he excels at delivering revenue and new opportunities for both startups and established firms.



POBA Team and **External Consultants** 

We are leveraging members of the POBA team to help with design, quality, prototyping and production planning. We have also engaged a few experienced consultants to help with Regulatory Affairs, Quality Systems and Packaging / Sterilization in anticipation of Epistaxis product launch.



Scott Hayden and Proton Medtech

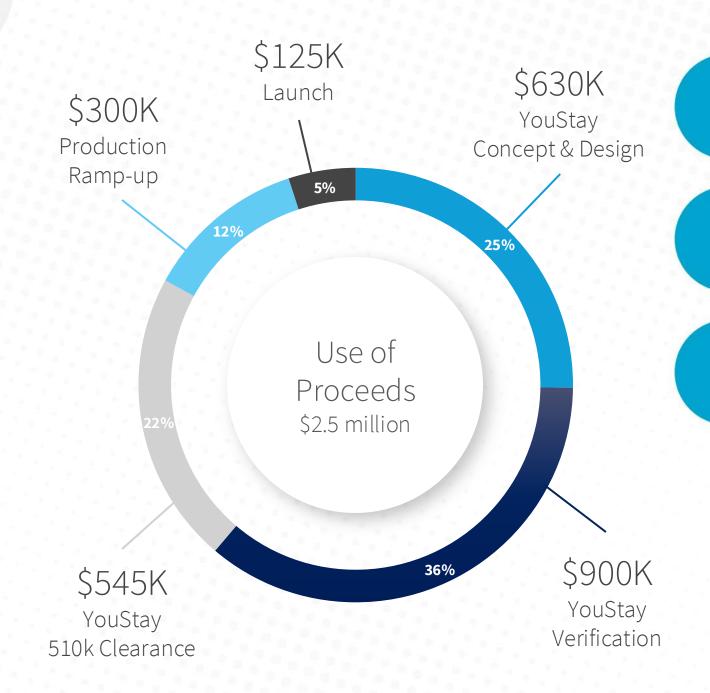
Proton Medtech, led by founder Dr. Scott Hayden, (PhD Mechanical Engineering), combines Al with design engineers and proprietary equipment to accelerate product development, from concept, to prototypes, testing, manufacturing, and deployment.



#### Capital Requirements: \$2.5M

# Use of Proceeds

- YouStay design and development
- YouStay verification
- YouStay FDA 510k clearance
- YouStay production ramp-up
- Website, systems, and infrastructure
- Launch in key markets: SG&A





# Exit Opportunities

Based upon the company's novel ENT platform technology,

ExperiENT will be positioned to evaluate multiple exit strategies:

**Integrate** into a global Medical Device company as a gold standard balloon-based ENT technology through acquisition

**Divest or license** individual product lines to larger Medical Device Corporations

**Build** out technology platform with moderate regulatory path and pursue product commercialization for organic growth for later liquidity event



**Smith-Nephew** 



stryker



Medtronic



**OLYMPUS** 







# Summary

- Compelling combination of superior device technology and disruptive D2D distribution platform
- Evolutionary technologies and process derived from 60+ years of ENT and engineering practices in the field
- IP protection and expansion
- Key resources, capabilities and expert team to execute with agility and speed
- Multiple attractive monetization and exit opportunities available





# Thank You

