



# Pacify Medical Technologies Pvt Ltd

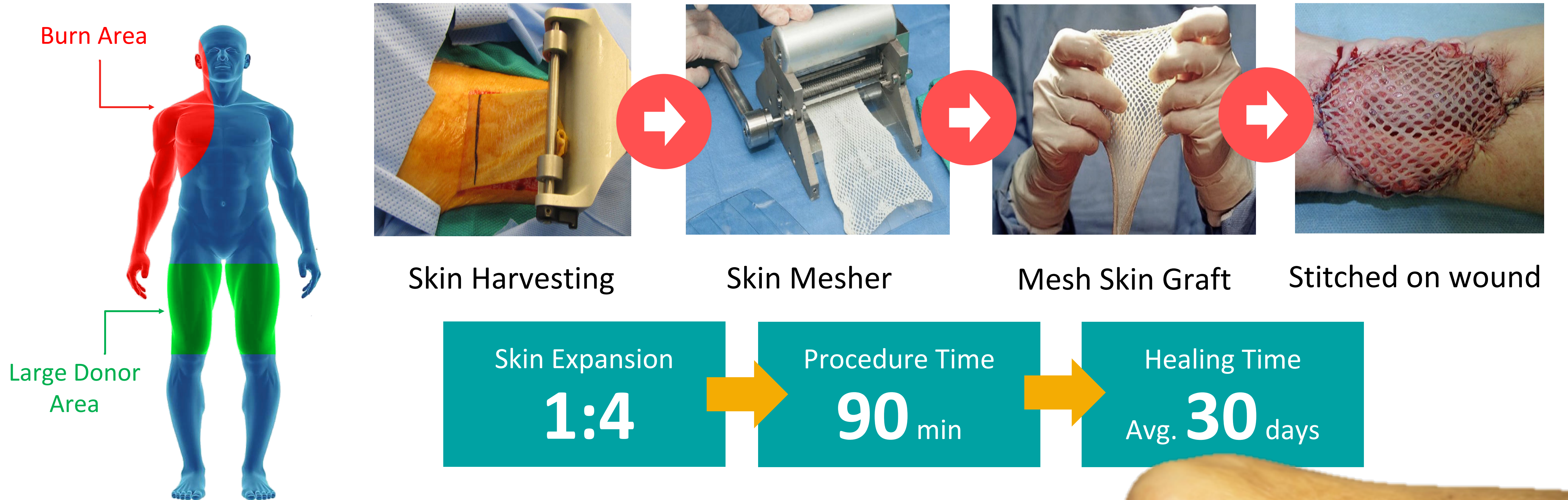
Wound healing.  
Stamp size patient's own skin.  
Spraying dermal layer.

**PACIFY**  
MEDICAL.



# Indication: Thermal Burns – Second Degree

## Current Standard of Care is Lengthy, Painful and Expensive



Current SoC for a 40% Total Body Surface Area (TBSA) burn:  
Average cost USD \$579,000 and 59.4 days in hospital <sup>[1]</sup>

1. Kowal, S et al. Cost-effectiveness of the Use of Autologous Cell Harvesting Device Compared to Standard of Care for Treatment of Severe Burns in the United States. Advances in Therapy.



# Skin spraying is easy, effective & faster



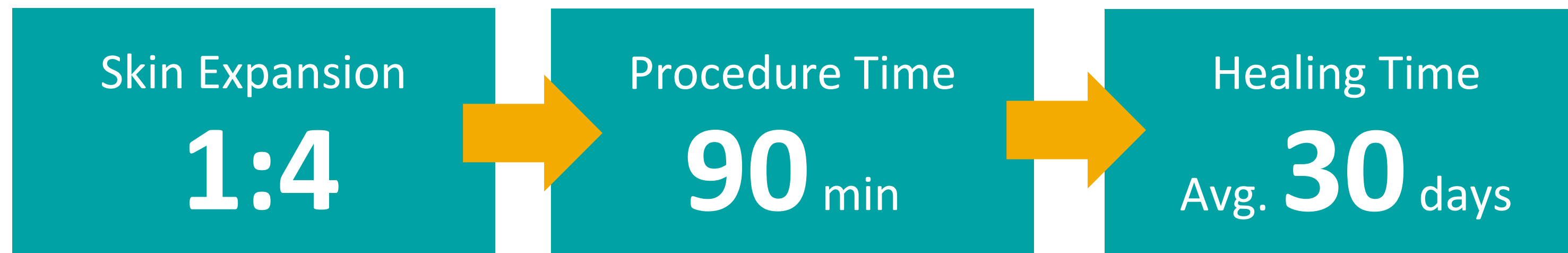
**Skin Expansion Ratio  
upto 1:30**

**Patent filed in India, Singapore, USA**

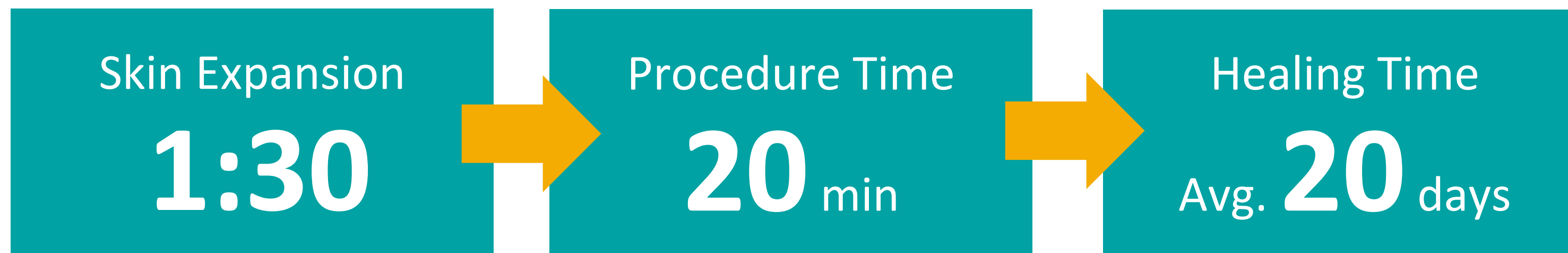


# Quicker. Faster. Better

## Current standard of care – Skin Grafting



## Our Method – Skin Spray



## Benefit



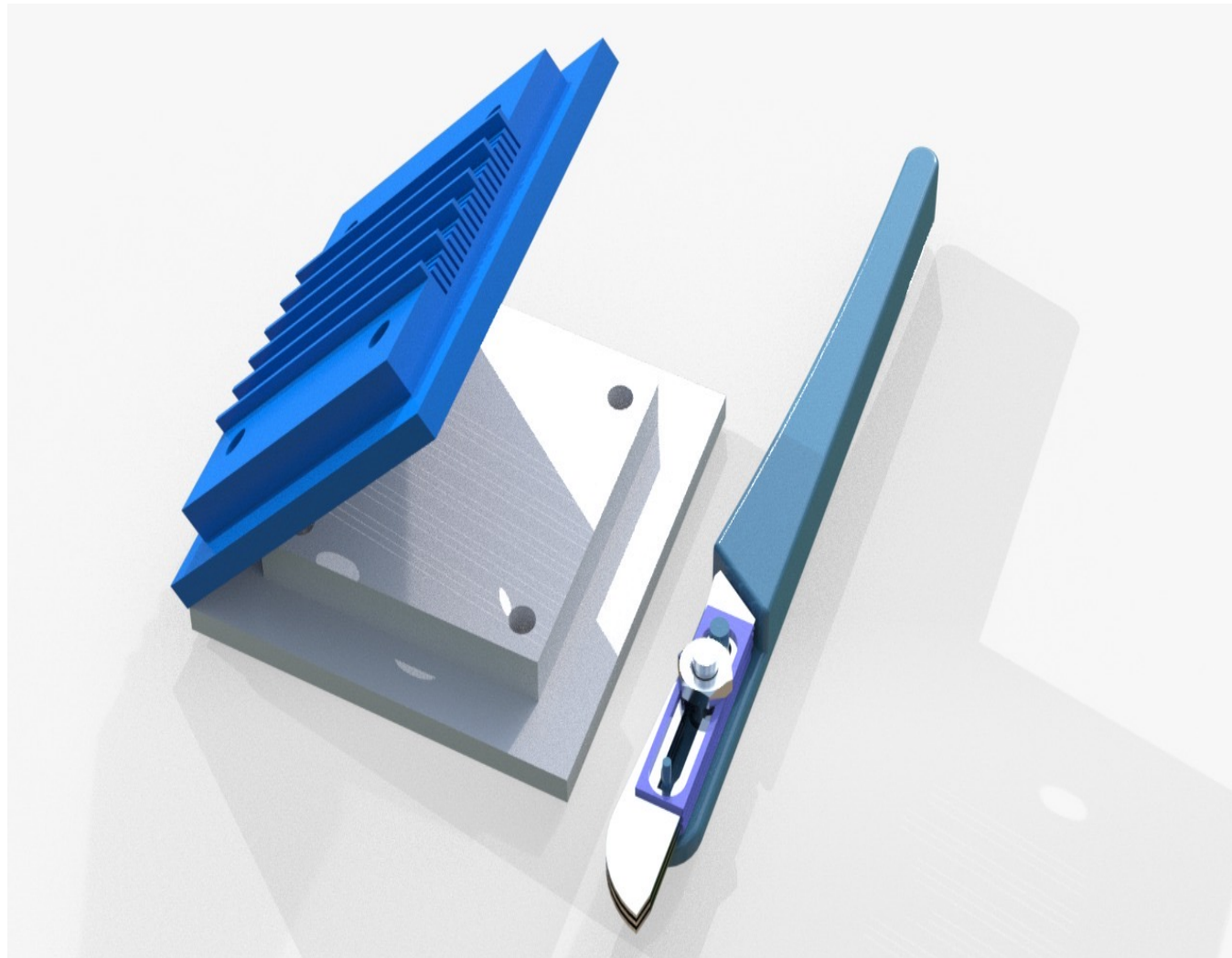
- **No** multiple stage surgery.
- **No** cadaver skin needed.
- **No** dependency on skin bank.
- With single click to use.

Corresponds to annual savings of

**\$ 2.5 M**

for average size hospital with 100 surgeries per month.

# Product Pipeline



Skin Mincing Device

Use: Mincing the skin graft into equal size pieces.  
Application: Wound closure, Non-healing wound.



Skin Spray Gun

Use: Spraying the minced skin on the wound.  
Application: Burn, Vitiligo and Trauma



# “Validated” Regeneration of skin in human

1. **MTT assay performed**, viability found to be 99.9%
2. Use case of spray gun in a surgery performed.



Skin Sprayed on wound



5 week post surgery



# Comparison

Advantages over  
the competition



Devices			
Feature	Expander grafting devices	Meek micrograft	Pacify skin spray gun
Expansion ratio	1:4	1:9	<b>1:30</b>
Procedure time	> 1 hour	1.5 hour	<b>&lt; 20 Min</b>
Burn Area (Total body surface area TBSA)	< 50%	> 50%	<b>&gt; 50%</b>
Healing time	40 days	30 days	<b>30 days</b>
Multiple Time Surgery	Yes	No	<b>No</b>
Skill required	Medium	High	<b>Low</b>
Selling Price	Rs. 3-4 Lakhs	Rs.10 Lakhs	Rs. 1 Lakhs

# Traction & Current status

- Raised multiple Government of India grants for development.
- Recognition from Ministry of Defense Production, Govt of India
- Article published in reputed journal
- Pre-order received for Skin Mincing Device
- Interest received from Angel Investors
- FDA Approval – Pre-submission in process.
- First prize winner in International innovation conclave.



# Competitive Analysis

Skin Spray Device – the only solution which sprays skin with dermal layer

and yet costs

1:30

Expansion Ratio

20mins

Procedure Time

25%

Faster Healing

1/10<sup>th</sup>

## Skin Grafting



- **Large donor** skin
- Longer procedure time
- Multiple surgery

## Skin Cell Spray



- **Dermal layer missing**, split thickness grafting essential
- Multiple steps for cell isolation increases surgery time.
- Chances of infection due to enzymes.



# Team & Advisors

## Team



**Saiprasad Poyarekar (CEO)**

IIITDM, 4+ yrs,  
Biomedical & Operation



**Anmol Zimare (CTO)**

IIT Bombay, 2+yrs  
Product & Regulatory



**Rayyan Ramrajkar**

Mumbai University,  
**Design & Manufacturing**

## Advisors

### Technical Advisors



**Prof. B. Ravi**

IIT Bombay (30+ yrs)  
Medical Device Innovation



**Prof. B.B. Ahuja**

COE Pune (30+ yrs)  
Manufacturing



**Dr. Sandip Anasane**

COE Pune (15+ yrs)  
Product Engineering

### Medical Advisors



**Dr. Nikhil Panse**

BJMC, Pune (20+ yrs)  
Plastic Surgeon



**Dr. Karoon Agrawal**

Ex-Safdarjung, Delhi (30+ yrs)  
Burn Surgeon



**Dr. Vinita Puri**

KEM, Mumbai (25+ yrs)  
Plastic Surgeon

### Business Advisors



**Ponguri Parthasarathy**

Ex Sanofi India (14+ yrs)  
**Expertise: Sales & Marketing**



# Thank you

For your attention



Skin Spray Gun – A gun which heal wound faster by spraying skin

**1:30**

Expansion Ratio

**20mins**

Procedure Time

**25%**

Faster Healing

and yet costs

**1/10<sup>th</sup>**

**Saiprasad Poyarekar, CEO**

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# Update for IDEA2

- Interviewed 2 plastic surgeons from US
  - Dr. Stephanie Nitzschke, Plastic Surgeon, US West Coast
  - Dr. Dattesh Dave, Plastic Surgeon, US East Coast
- Interviewed head of nursing.
- Call with Jennifer McMillan, Sterilization Head
- Starting preparing FDA pre-submission



# Goals

## Goals for next month

1. Complete presentation worksheet
2. Review and update your list of assumptions; convert assumptions into hypotheses to test
3. Talk to at least 3 people (experts, stakeholders) to validate (or refute) hypotheses
4. Update presentation worksheet in light of learnings
5. Prepare for meeting with your lead mentor(s)
  - Confirm the meeting
  - Make sure they have access to materials you will be reviewing
  - List a few things you would like your mentor to help with

## 3 Month Goal:

1. Talk to at least 5 plastic surgeons – Document the interview
  - a. Ask mentor for help in identifying the plastic surgeons
2. Regulatory pathway – Find data from FDA of predicate device
  - a. FDA website data search
3. Complete presentation worksheet, impact statement and oral presentation.
4. Market Sizing
  - a. Use GAITS repository

## 6 Month Goal:

1. FDA pathway – 510k or De Novo or PMA
2. Talk with 10 more surgeon
3. US startup eco-system information