



XENOCOR

SABER  SCOPE

Laparoscopic Surgical Visualization System



XENOCOR

VISION

To Provide Surgical Teams With The Best Visualization Experience in the World

MISSION

Solving persistent challenges in surgery by creating solutions that enable care teams to clearly and consistently focus on their patients

CURRENT LAPAROSCOPY MODEL IS BROKEN



Reusable Laparoscopes Create *Numerous, Unnecessary* Problems



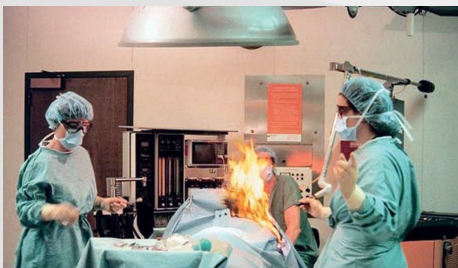
HASSLES

Fog, reprocessing, setup, transport, repairs, loss



COSTS

\$200K-\$400K in upfront capital expenditures and maintenance costs over useful life – limits access



SAFETY RISKS

Cross-contamination, burns, fires, inconsistent visualization



WASTE

More than most realize – wraps, wipes, chemicals & PPE

CURRENT LAPAROSCOPY MODEL IS BROKEN



Three large capital components consolidated into 1 small, portable platform



Current Expensive And Clunky Tower



AT SCALE

The Future...

SABERSCOPE IS THE SOLUTION



FDA cleared predicate devices
with concrete IP protection
(5 & 10mm)



Commercial launch 2025

Customer-Centric Design



Superior safety profile



Powerful economics



Eliminate hassles



Simplify workflow



Reduce waste

UNIQUE FEATURE SET



- Fog free & enhanced visualization in smoke/steam/debris
- Omni-directional articulating tip
- First 1080p single-use camera -clinically equivalent image quality
- Plug and play with any current infrastructure



Ready When You Are

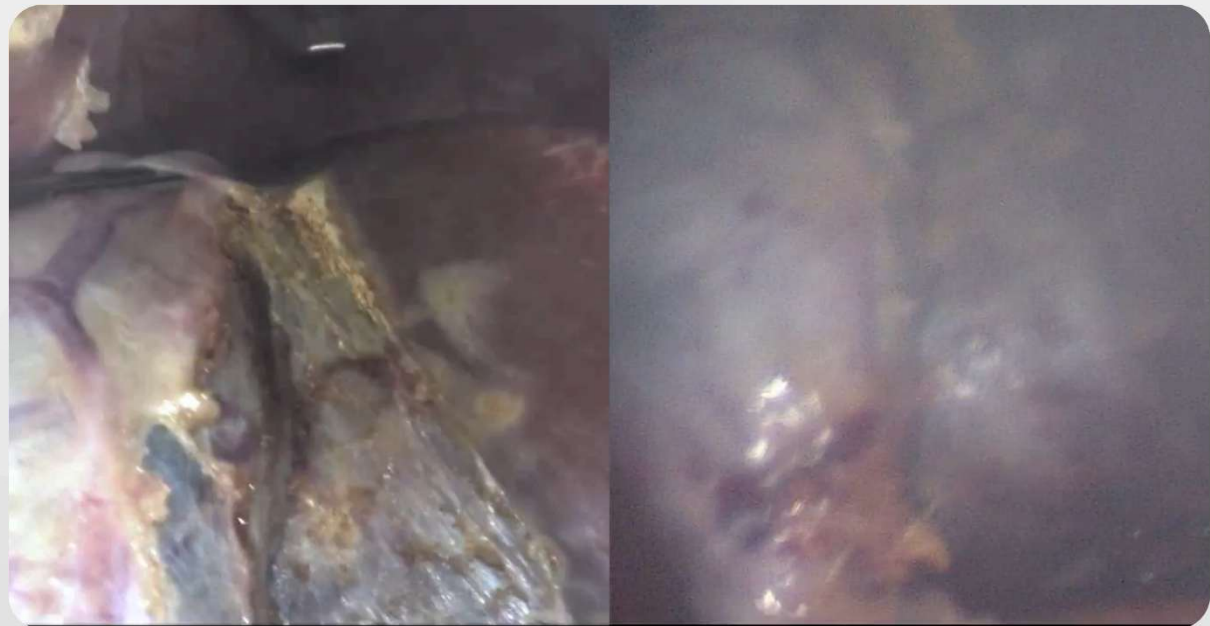
ENHANCED VISUALIZATION IN SMOKE AND STEAM



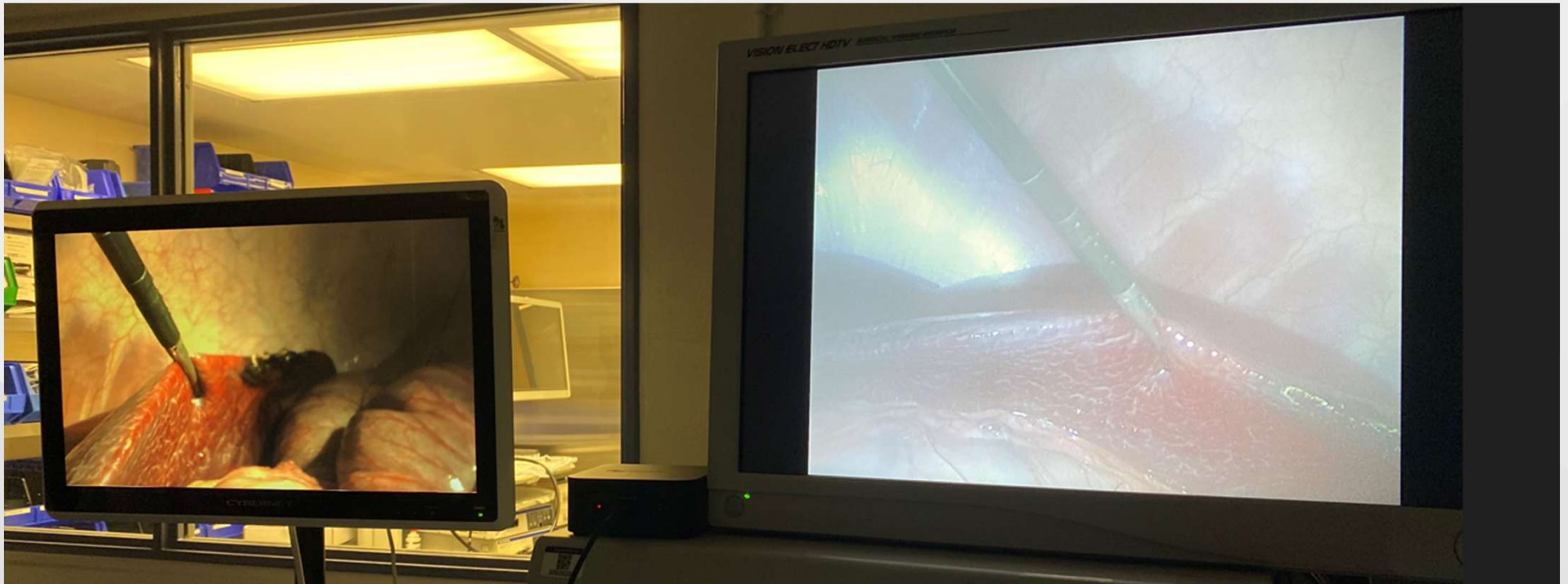
Comparison between Saberscope and leading competitor – images taken seconds apart in the same patient

Saberscope

Competitor



BETTER VISUALIZATION. PERIOD.



5mm Saberscope

Traditional Scope

POTENTIAL REVENUE FOR HOSPITALS



Total Financial Impact

Outpatient Cases Only

\$1,366,016

Total annual net financial benefit

All Cases

\$364,019

Total annual net financial benefit

Detailed Breakdown

Component	Outpatient Only	All Cases
Net Revenue	\$810,113	\$-293,187
Service & Repair Savings	\$454,600	\$454,600
Reprocessing Savings	\$101,303	\$202,606
Total Annual Benefit	\$1,366,016	\$364,019

[Previous](#)

[Back to Estimator](#)

[Print Results](#)

Assumptions

- 1,000 OP Procedures
- 10 ORs
- 60% commercial pay mix
- 50% OP vs. IP
- 4X Mark-up on supplies
- Using revenue code 272

This is not an option with current technology



POWERFUL ECONOMICS

Savings Categories

- Capital equipment - \$200K-\$400K per OR
- Non-capital equipment - \$45,000 per room
- Reprocessing - \$45-\$400 per procedure
- Consumables - \$45-\$75 per procedure
- Maintenance - \$10,000 per year
- Repairs - \$5,000 per year, per room
- Adverse events – burns, arc injuries \$1M+ per occurrence
- Potential for reimbursement



INTELLECTUAL PROPERTY



Issued Patents

US 9,943,214

Claims

- Calibration data saved on a disposable scope, allowing for the separation of processing (expensive) components and camera sensor (inexpensive) components
 - Scope with an image processing box that uses calibration data saved on each scope
 - Scope configured to track duration and number of uses
-

US 10,335,015

- At least partially disposable scope with tube made from a non-conducting, opaque material
 - LED and lens in separate cavities in tip housing
 - Scope with light source and lens cover flush with distal end of housing and isolated from one another
 - PCB and light source physically separated from one another
-

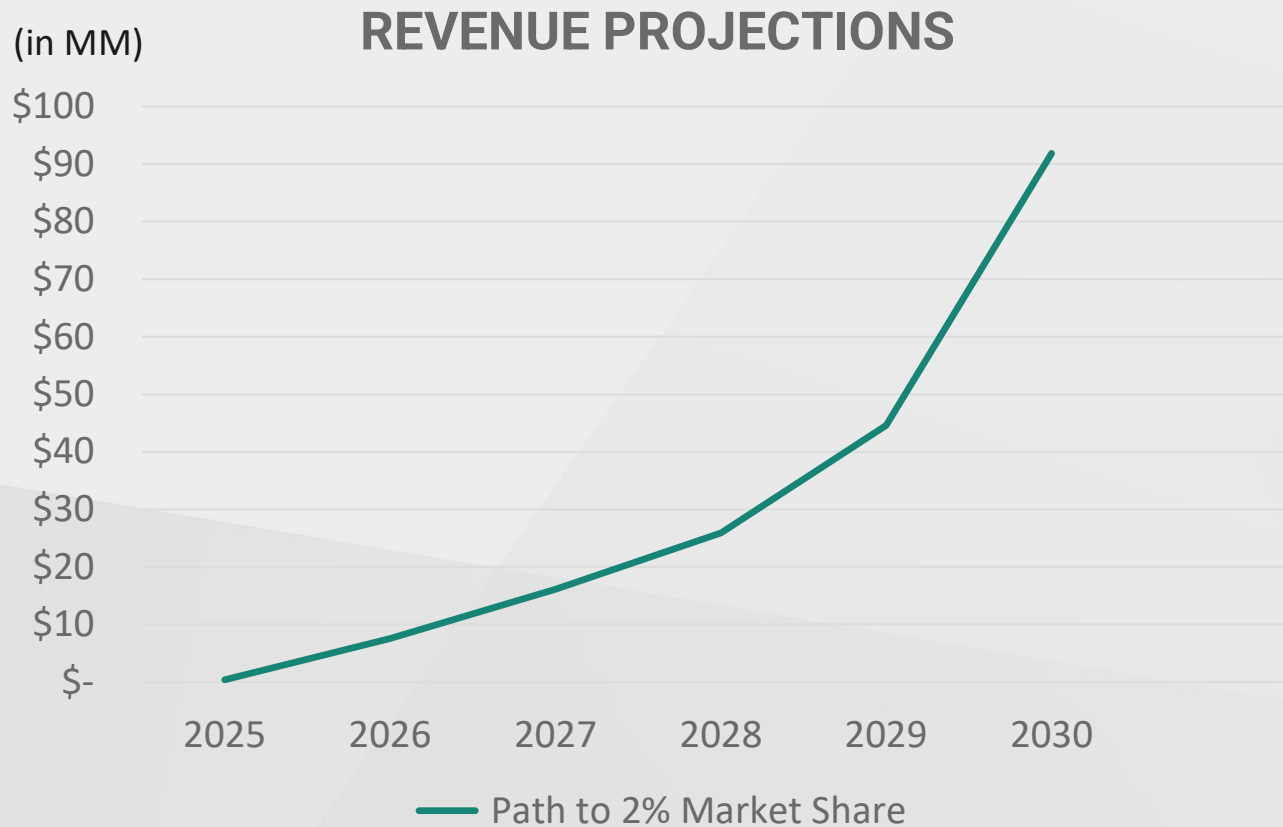
US 10,702,128

- Broad protection for scopes having opaque, non-conductive tubes/shafts and similar scopes having EMI shielding portions comprising non-conductive materials
-

US 11,324,387

- Data storage/"black box" elements for recording information obtained during a surgical procedure using a scope

FUELING GROWTH



**Aggressive growth strategy
will maximize value and timing**

1% market share by 2028

2% market share by 2030

Assumptions

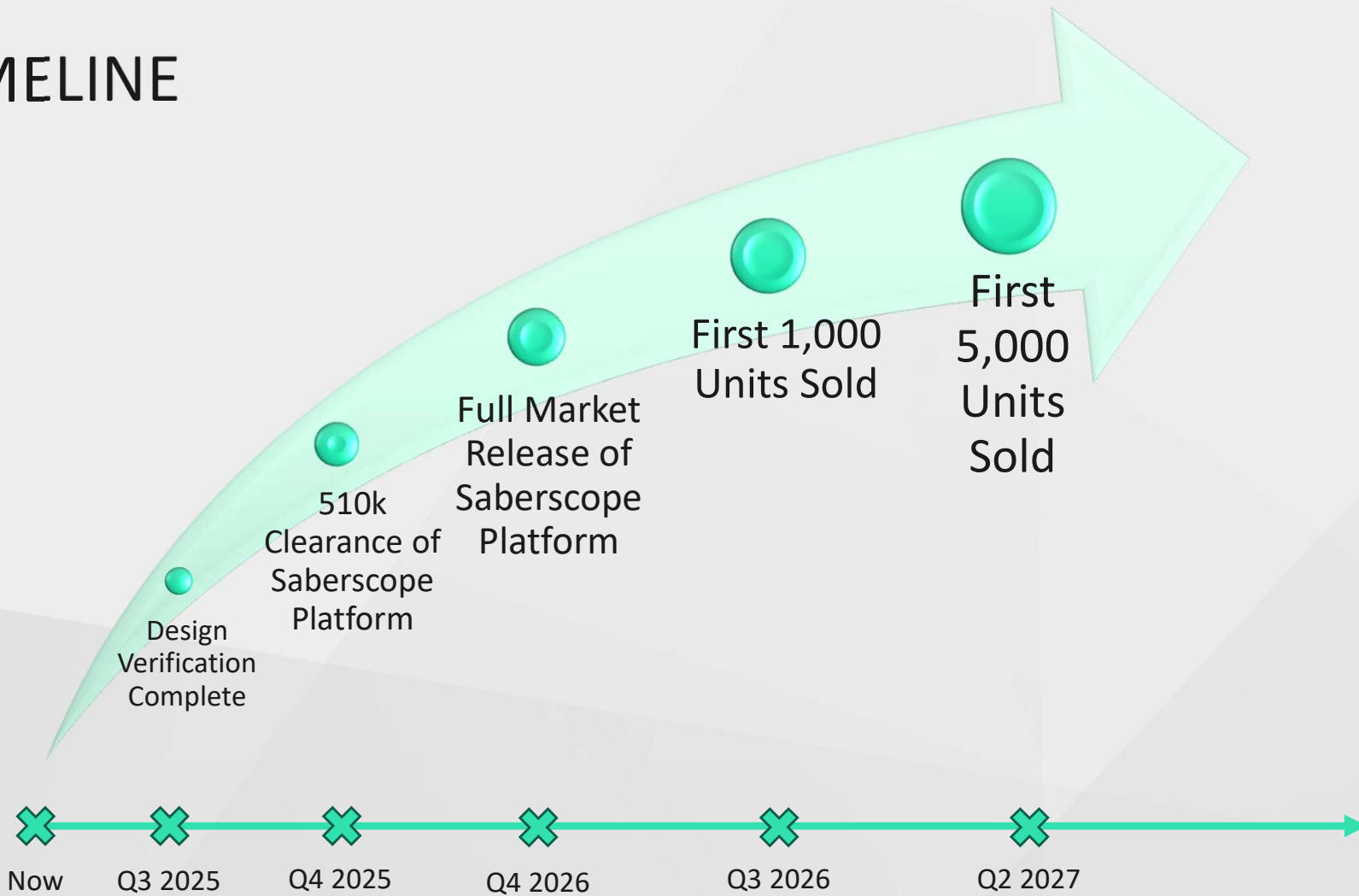
5-20% share per account

2-4 reps in 25'

6-12 reps in 26'

12-20 reps in 27'

TIMELINE



EXECUTIVE TEAM



Dinesh Patel, PhD

Acting CEO

- Leadership in taking start-ups to exit, fundraising and product development
- Co-founder and Chairman of Xenocor
- Co-founder & CEO, Theratech
- Co-founder & Partner vSpring Capital
- Managing Partner, Patel Family Investments



Tony Watson, MBA

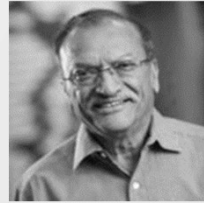
COO

- Leadership in operational and employee performance, growth execution, enterprise coordination
- Medtronic Operational Consulting Leader
- Covidien Laparoscopic Sales Leader
- US Surgical Laparoscopic Territory Leader
- 5,000+ laparoscopic procedures
- 35 single-use medical device launches

BOARD OF DIRECTORS



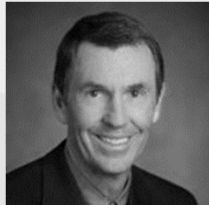
John Langell, MD, PhD, MBA
CO-FOUNDER, BOARD MEMBER
Laparoscopic Surgeon, President Northeast Ohio
Medical University



Dinesh Patel, PhD
CO-FOUNDER, EXECUTIVE CHAIRMAN,
BOARD OF DIRECTORS
Co-founder & CEO, Theratech, Co-founder & Partner vSpring
Capital, Managing Partner, Patel Family Investments



Shawn Fojtik, MBA
BOARD MEMBER
Founder of Distal Access Control Medical and CIRCA
Scientific



Jim Hogan, MBA
BOARD MEMBER
Regional President for International
Markets and Member of CEO
Committee at Medtronic



Mark Foster
BOARD MEMBER
CEO of Curvafix



George Baran
BOARD MEMBER
Executive Chair – Trudell
Medical



Mike Hennesy
BOARD MEMBER
CEO – MJH Life Sciences

CONTACT INFO



Tony Watson - COO



(801) 556-2544



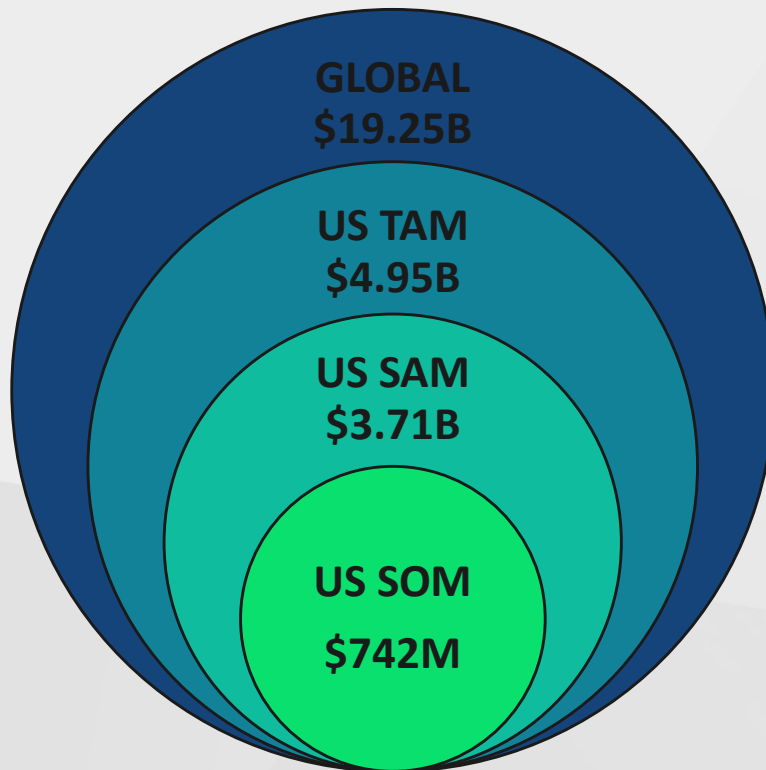
Tony@xenocor.com

<https://www.linkedin.com/in/antony-watson-063bbb7>



615 Arapeen Drive, Suite 205
Salt Lake City, UT 84108

MARKET SIZE



GLOBAL – 17,496K procedures annually at \$1,100 ASP

US Total Addressable Market – 4.5M MIS procedures annually @ \$1,100 ASP

US Serviceable Addressable Market – 75% of cases are laparoscopic vs. robotic, the Saberscope can be used in robotic procedures but will be less likely

US Serviceable Obtainable Market – Surgeons support their usage being 20%+ of cases and most compliance-based contracts allow 20% variance

MARKET OPPORTUNITY



Why Single-Use Scopes are Gaining Traction

Market Opportunity

- 64% of laparoscopic procedures face vision disruption (fog, smoke, delays)
- Over 20MM cases performed per year
- Growth Fueled By:
 - Outpatient Migration
 - Ambulatory Surgery Centers (ASCs)
 - Better Tools
 - Need for Portable Low-Maintenance Solutions

Adoption Momentum

- 100% of surgeons who handle the Saberscope, request a clinical evaluation
- National contract with Premier, covering 4,200 hospitals
- Trend towards disposable, plug & play tech as well as low/no capital costs

COST EFFICIENCY SNAPSHOT



Metric	Traditional Towers	Saberscope (Single-Use)
Capital Equipment	~\$180K	\$0
Per-Case Cost	~\$400	\$0
Maintenance	~\$20K/year	\$0
Setup Time	15-20 min	<1 min
Disruptions (fog, troubleshooting etc.)	\$500/case	\$0

1. No service contracts, maintenance, reprocessing or delays
2. Predictable cost-per-case improves budgeting – no surprises
3. Significant potential for additional revenue using code 272