



## A Tool for Safer Parathyroid Surgery

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# Time Is of the Essence



Imagine being this patient, waiting for 20 minutes, under general anesthesia, with open incisions and exposed to the threat of infection. Why the delay?.... the surgeon waits for test results from the central lab to determine if the procedure is complete. This is all too common with patients undergoing the removal of their parathyroid glands. If left untreated, this condition can be life threatening. In this type of surgery, time is of the essence!.

## Next Generation System



### Current System



### Xen System



<b>Time to results</b>	> 20 minutes	< 5 minutes
<b>Location</b>	Central Lab	Operating Room
<b>Cost per test</b>	\$\$\$	\$

The current method requires the sample to be transported to the central lab and tested while the surgical team and patient wait 20 minutes for results before the procedure can continue. Xen has developed a point-of-care system to overcome this problem. Our system will be placed in the operating room and the test can be performed by any member of the surgical team with results in less than 5 minutes. This reduces the time the patient is under anesthesia, minimizes the possibility of infection and allows a highly interactive Parathyroid Hormone measurement during surgery.

## Competitive Advantage



- Patent-pending, highly **sensitive chemistry**
- Patent-pending **disposable cartridge**
- Patent-pending **instrument**



Xen's patent-pending technology includes a proven label, a cartridge which will cost less than \$1, and an instrument that costs \$50 rather than \$20,000.

## Market Opportunity



- Nearly 300,000 surgeries per year.
- Over \$150 million spent per year
- PTH monitored before, during, and after surgery.
- Projected sales year 3: \$12 million.
- Platform for future tests



In addition to solving a pressing medical problem, this is a tremendous market opportunity. Nearly 300,000 people per year will require the removal of one or more of the parathyroid glands, The PTH level must be monitored throughout the procedure to determine if the removal of the glands is complete. Xen's projected gross profit 3 years after market introduction is \$8 million based on sales of \$12 million. We are currently raising \$2 million in bridge financing. Thank you for your time.