



# VOTIS Subdermal Imaging Technologies Ltd.

WE HELP YOU KEEP YOUR FEET <sup>TM</sup>

PRESENTATION TO RESI PARTNERING WEEK

INNOVATOR'S PITCH CHALLENGE

NOVEMBER 2021

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VOTIS' mission is to **develop the gold standard** for measuring peripheral artery disease (PAD).



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VOTIS's HOVR™ -- Hemodynamic Occlusive Vascular Response – technology identifies and measures asymptomatic PAD. It does this by assessing changes in scattering and absorption of IR and NIR in order to derive relative blood flow and oxygen levels in the blood, based on oxy-hemoglobin, deoxy-hemoglobin, and total oxygen saturation.

# The Patient Journey to Amputation

- **PAD** affects more than **200 MILLION PEOPLE WORLDWIDE**.
- A PAD-related **amputation** occurs somewhere in the world **every 20 seconds**.
- **Time is tissue**: Early identification of PAD leads to more treatment options. Nevertheless, **asymptomatic PAD cannot be identified** using currently-available technology.
- By enabling early identification of asymptomatic PAD, **VOTIS saves money, limbs, and lives**.



## VOTIS Devices are Transformative

VOTIS is developing a suite of three devices: the *PedCheck™*, the *PedStage™*, and the *PedFlo™*.

**VOTIS devices are safe.** They are non-invasive, intuitive, suitable for use by a trained technician, and do not use ionizing radiation. They are inexpensive and portable. They utilize the cloud to send data to remote servers where the data are analyzed by means of artificial intelligence/machine learning.

HOVR™ Technology has been **validated with clinical trials on 150 human subjects** that found that the technology yields objective and specific information, and is easy to use before, during, and after a revascularization procedure.



# VOTIS goes deep. Other systems offer superficial assessment

		Ankle-Brachial Index	Duplex Ultrasound	Pulse Oximetry	TCPO2	Angiography MRA
Safe	x	x	x	x	x	
Site-Specific	x					x
Objective and Reproducible	x			x	x	x
Blood Volume/Perfusion	x		x			
Oxygen Concentration	x					
Inexpensive	x	x	x	x	x	
Assess Deep Within Foot	x					x
Accurate in Diabetic Feet	x		x		x	x

*VOTIS has licensed a robust portfolio of pending and issued US and international patents from **Columbia University**. These patents cover hardware, software, cloud-based AI, as well as additional applications of the technology.*

## Revenue Model: Inexpensive device lease and payment per use

### Market Entry:

- PedCheck™ launch 2022
- PedFlo™ launch 2023
- PedStage™ launch 2024.

Break-even: 2024.

- Devices will be leased to customers at \$100 per month for 5 years.
- Tests will be billed per procedure, at a per-foot price of:
  - \$25 (PedCheck™) (\$18 in India)
  - \$250 (PedFlo™)
  - \$125 (PedStage™)

	2022	2023	2024	2025	2026
<b>TOTAL</b>	<b>\$520,260</b>	<b>\$5,908,025</b>	<b>\$24,945,568</b>	<b>\$65,259,570</b>	<b>\$132,081,080</b>
Total Devices	\$158,340 (30%)	\$1,031,240 (17%)	\$2,695,840 (11%)	\$5,249,580 (8%)	\$7,462,280 (6%)
Total Procedures	\$361,920 (70%)	\$4,876,785 (83%)	\$22,249,728 (89%)	\$60,009,990 (92%)	\$124,618,080 (94%)

## VOTIS Cash Needs

- **VOTIS raised \$2.5 million in 2020-2021.** The money was used to recruit a staff of 15 people, build an alpha-version device, build a beta-version device, and present it at the DFCon conference in San Francisco in October 2021.
- **VOTIS is raising \$10 million** to support clinical trials toward CE Marking (Europe) and 510(k) clearance (US), market launch of the PedCheck™ and PedFlo™, and company operations through break-even. These funds will enable VOTIS to validate its suite of devices, engage key opinion leaders, demonstrate the usefulness of its devices throughout the patient journey, launch our devices into the market in Australia, France, Germany, India, Italy, Spain, the United Kingdom, and the United States, and position the company as a potential standard of care.

## Strong and experienced leadership team.



**Merrill Weber, JD**  
*Co-Founder,  
CEO &  
President*

Former president of vascular medical device company sold for >\$100 million.



**Ze'ev Bomzon, PhD**  
*Chief  
Operating  
Officer*

Experienced physicist, researcher, and manager in large and small Israeli high-tech companies.



**Prof. Brian  
Glenville, MD**  
*Executive  
Chairman*

FRCS.  
Published more than 100 peer-reviewed articles.  
Cardio-thoracic surgeon, Jerusalem and London, advisor to start-ups and investors.



**Steve Ebstein,**  
*PhD  
Translational  
Hardware  
Consultant*

BS, Princeton, PhD in Applied Physics, Harvard. Scientist-Entrepreneur with experience in photonics and electronics.



**Ephraim Siegel**  
*Director,  
Software  
Development  
and  
Integration*

BA, MS, Harvard. Software designer and developer with 40 years' experience.



**Karin de Hiep**  
*Director, Marketing*

Part-time business coach, EIC and EISMEA. Former Director, Business Development, Philips New Wellness Solutions, Former Global Marketing Head Geriatrics, GI, Diabetes, Devices, Novartis/Nestle Medical Nutrition.



**Hamutal  
Shahar, PhD**  
*Director, Clinical  
Affairs*

CEO, JLM-BioCity, Jerusalem health-tech consortium. Former Clinical Director or Senior Manager, Curesponse; Teva Pharmaceuticals; Brainsway.



**Bezalel  
Jacobowitz,**  
*Chief Financial  
Officer*

Accountant with international operational and business development experience in operating companies and on Wall Street.