



SENSIMED  
Triggerfish



Jean-Marc Wismer  
Chief Executive Officer  
Jean-marc\_wismer@sensimed.ch

A breakthrough solution to  
monitor intraocular pressure  
continuously to  
aid the diagnosis and treatment  
of glaucoma


# SENSIMED



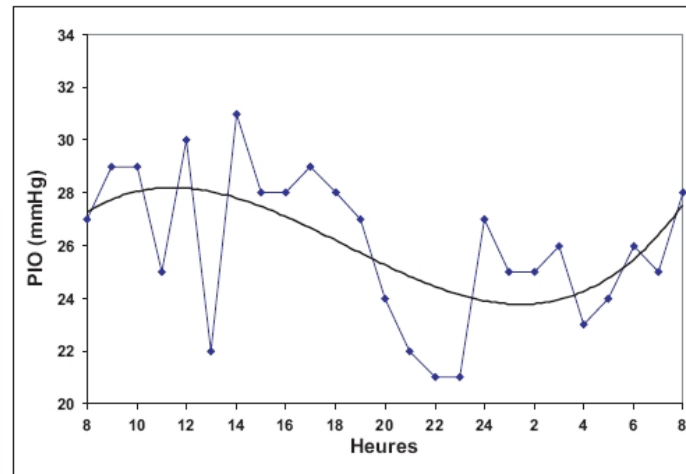
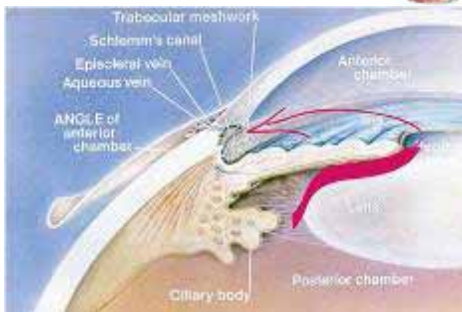
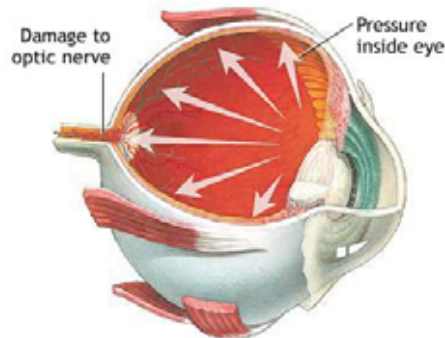
innovation in medical micro-technology

- Stock company spun-off of EPFL in December 2003
  - CHF 8m series A 01/2008, currently CHF 10m seriesB
  - Team of 12, senior management
  - Offices in Lausanne, Châtel and Boston
- 2007: Technology platform development
- 2008: SENSIMED Triggerfish® industrialized and CE marked
- 2009: 510k, validation and initial commercialization

# Irreversible, gradual loss of vision

- 
- ❖ large risk groups
  - ❖ 2-4% of the population  
> 40y
  - ❖ 2010: 60 million  
people ww
    - 7m EU, 7m US
    - 8m bilaterally blind
  - ww
  - ❖ 2020: 80-100 million  
ww
  - ❖ high costs to society

Unstable / High intraocular pressure (IOP) →



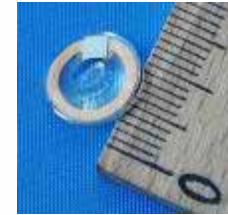
- Dynamic
- Individual
- 24h pattern
- Off-hours peaks

- ❖ One of two glaucoma undiagnosed
- ❖ One of three patient under inadequate treatment



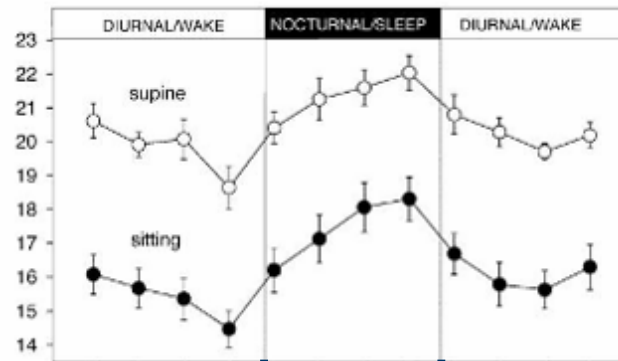
## Tonometers

Static  
measurements  
Office set-up  
Sitting position



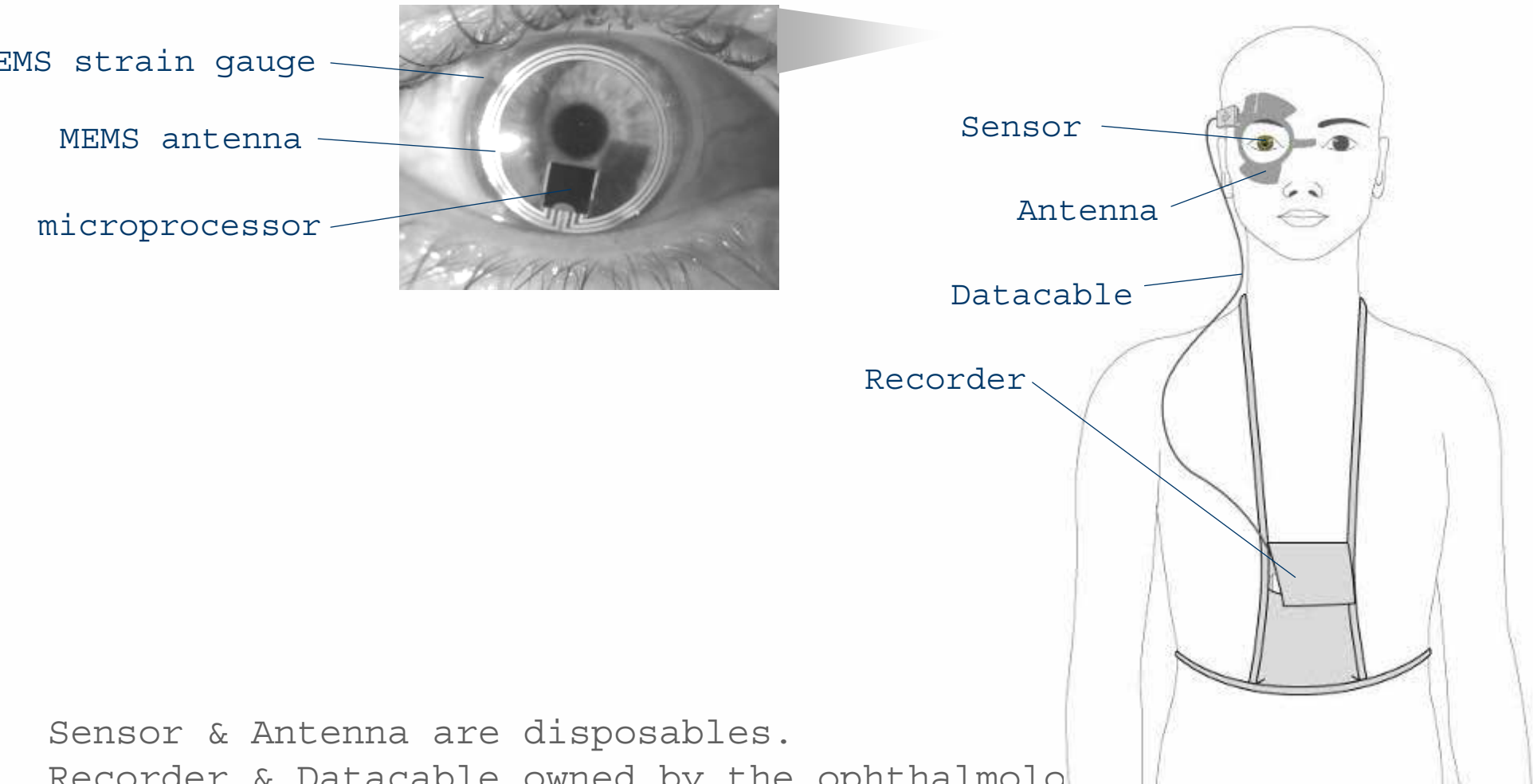
## Implants

Invasive!



## Multi-point curves

Cumbersome & expensive  
Clinical set-up  
Waking-up / Sitting-up  
Anaesthesia artefacts



Sensor & Antenna are disposables.

Recorder & Datacable owned by the ophthalmologist.

Placed and removed by the ophthalmologist.

Data analysed at the ophthalmologist's.

## Potential market

- 50% of diagnosed patients  
i.e. 6 million treated patients
- at risk population  
10-20m high IOP, + race, + family
- Multi \$bn potential  
procedure cost \$200 to \$400

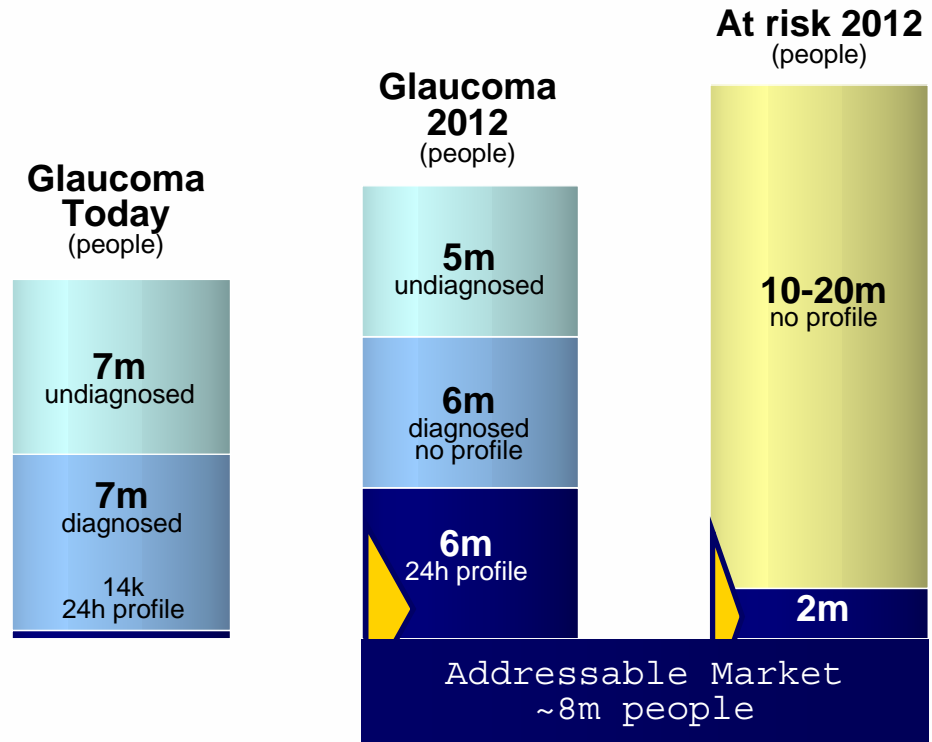
## Target Market

### 1. Treatment Management

- Replacement of multi-point curves
- Increase % of profiled patients

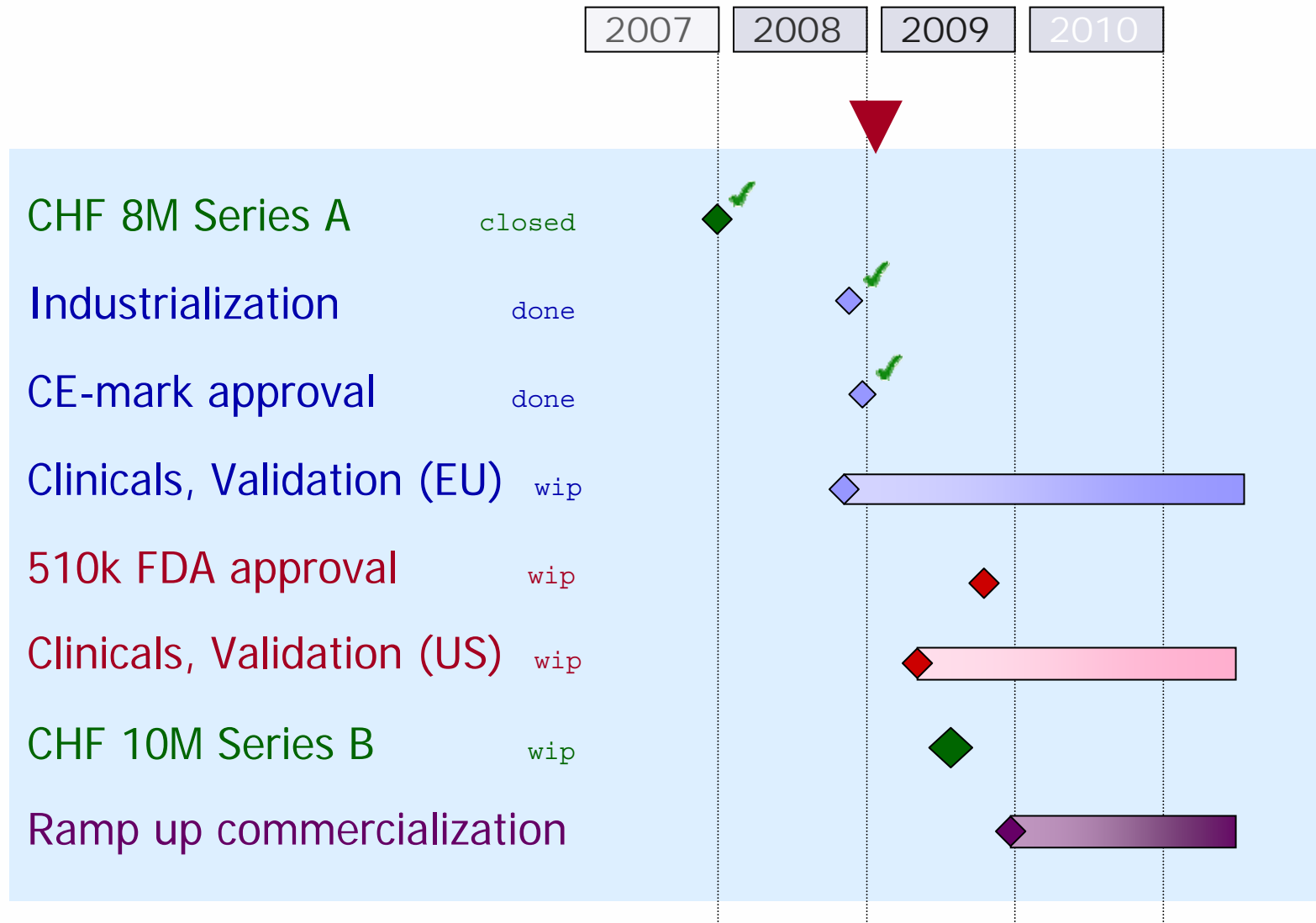
### 2. Improve early diagnosis

- Addressable high risk



## SENSIMED Triggerfish

Targeting 400'000 profiles  
 >CHF 100m revenue  
 >25% CAGR  
 in 5 years





**SENSIMED**  
**Triggerfish**

**Thank you**  
**for your attention**



Glaucoma • Problem • Need • Solution • USP • Validation • Market

### **Company**

Board of directors (2)

Advisory board

Management team

Financing history

Awards

### **Product**

Pictures (4)

Platform technology (2)

Principle, Patents

Technical challenges

Competition

### **Market & Clinicals**

Market figures (6)

Market structure

Market launch plan

Publications / article

Synoptic

Clinical plan (2)