

# PulseFlowDF™

Protection. Pulsation. Performance

## 2016 The Year of Commercialisation



Dual-action wearable technology  
for  
the treatment of  
diabetic foot ulcers

**Les Lindsay**  
Founder & CEO

**George Cagna**  
President  
PulseFlow Inc

PulseFlowDF™

# What is PulseFlowDF?

**PulseFlowDF is a Class IIa CE and FDA 510k cleared Medical Device for therapeutic use in diabetic foot ulcers**

## **Patient compliance monitor**

To correlate healing to wear times.

Improve patient compliance  
**“The Lie Detector”**

## **Offloading mechanism**

To offload and reduce pressure, shear and friction as well as the market leader, if not better!



## **Mobile Intermittent pneumatic compression system**

To improve blood flow, reduce oedema, increase oxygenation and optimise healing rates

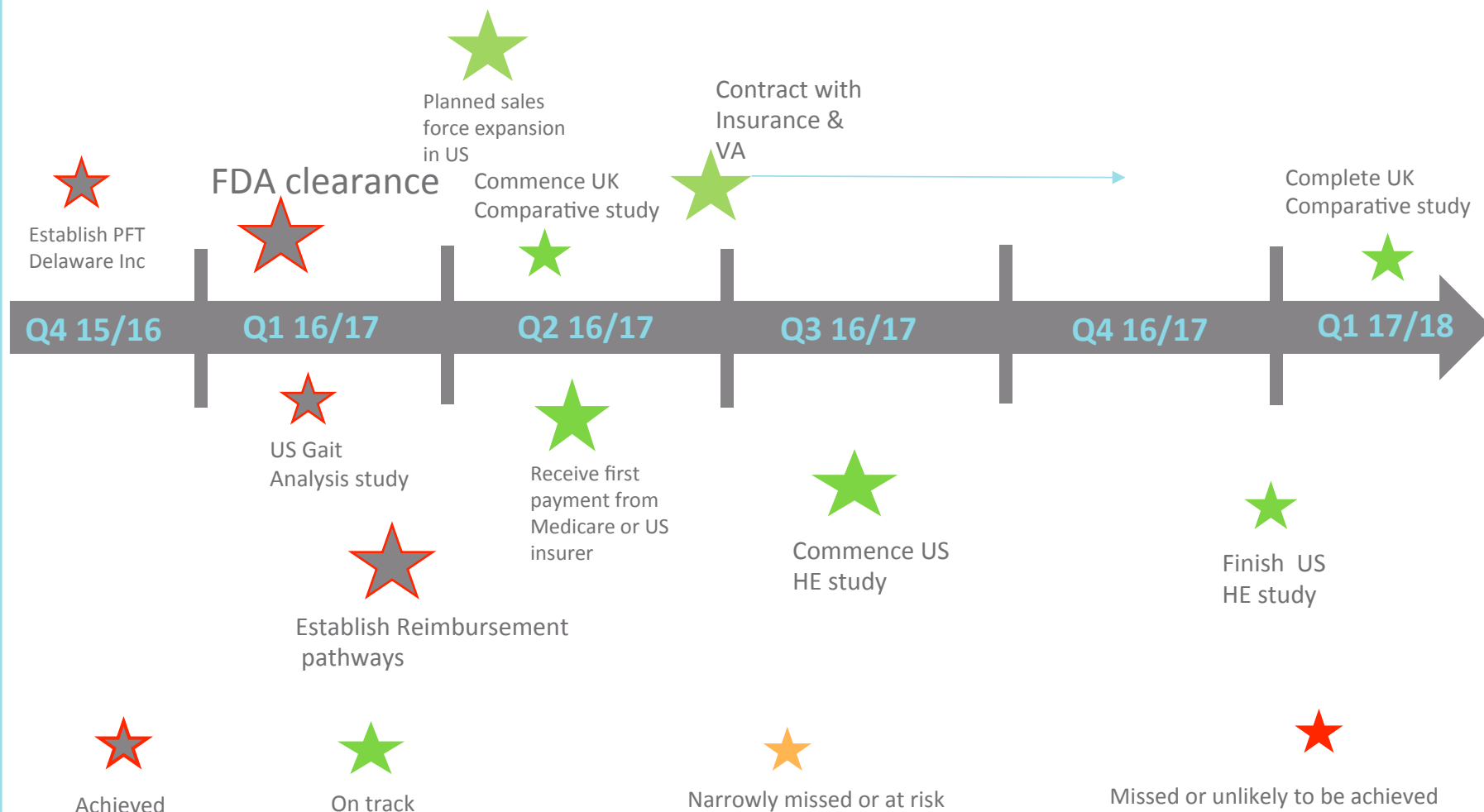
## **A well designed pair of diabetic footwear**

Reduces social stigma, maintains normal gait, reduces shear stress, protects the contralateral foot, minimises the risk of trips and falls, and keeps the ulcer in remission

# Progress Report since Master Investor 2014

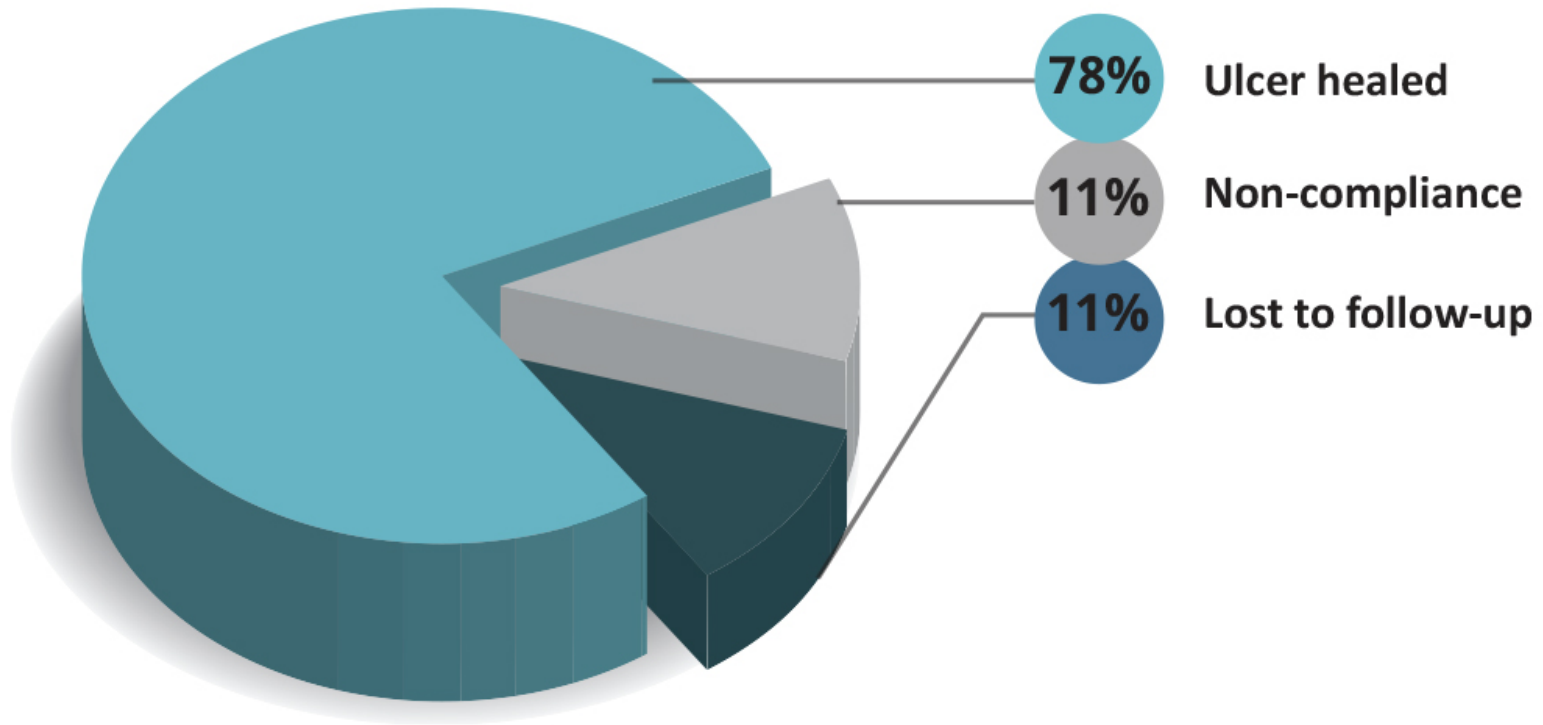
- Researched IPO but valuation not attractive without FDA clearance
- Name change
  - Diabetic Boot Company to PulseFlow Technologies
  - Pulseboot to PulseFlowDF
- Overcome some technical and supply challenges
- Funding rounds
  - £1.75m Including crowd funding September 2015 ( £13.37)
  - New round raising £ 3.5m expected from existing shareholders
- Clinical Studies showing good results
- Sales to Germany and Australia ( £35,000)
- UK – 4 FTE plus consultants
- US Operation started- 6 people
- Ramping up our supply chain
- Extending our product range into prevention and remission extension

# DBC Milestones Dec 15 to Nov 16



# Results at Royal Free

non healing patients put onto Pulseboot.



# Clinical Efficacy



**Baseline**



**3 weeks**



**PulseFlowDF/  
Contralateral  
custom shoe**

Non-diabetic neuropath. Numerous footwear and TCC tried.  
DVT with TCC. Further Amputation considered.  
PulseFlowDF prescribed

# PulseFlow Technologies Inc.

George Cagna, President

- 25 Years of Experience building Start-Up Medical Companies in the US
- Executive Team in place
  - VPs of Operations, Marketing, and Sales
  - Office Manager and Reimbursement leader
  - Created Reimbursement Pathway
  - Monetary and Unit sales – market penetration potential

- Seizing the opportunity

Sales Force of 300 within 24 Months

- FDA clearance is only the 1<sup>st</sup> step December
- ACHC Accreditation January
  - DME Licensing 51 of 53
  - Medicare Certification Pending
  - Medicare Coding Pending
  - Legal advice on reimbursement
  - Contracting with private insurance
  - VA 1<sup>st</sup> sales and Government Contract

# Implementation and Execution

- Software for inventory & billing up and running
- Sales CRM Built
- Logistics in place to get product to patient quickly
- Third party experts to contract with Insurance Companies and VA
- Controlled Launch Q2 2016 Full Launch Q4 2016
- Clinical Study at 6 Sites in the US Starting May 2016  
80 Patient Case Study
- KOL's and Medical Advisory Board



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Thank you!

PulseFlowDF™