

Business Description

“Unique digital platform covering the entire patient pathway”

Digital Orthopaedics (DO) is a Medical Device company and Software editor transforming and improving patient treatment for musculoskeletal pathologies. DO provides healthcare professionals, surgeons, patients, and medical device companies with a state-of-the-art clinical decision and surgical simulation support platform, 3DOXpert, a Clinical Decision Support System (CDSS).

85% of patients are unsatisfied after orthopaedical surgeries¹ because of inadequate treatments (wrong timing), not personalized surgery and potential painful post-surgery situation, resulting in +30% of re-operation costs.

Thanks to the 3DOXpert Platform, the practitioner can generate a digital twin of its patient's anatomy to realistically render the pathology and to better plan the surgical approach, resulting in greater probability of successful surgeries:

- 3DOOrthoCheck gathers information from patient
- 3DOOrthoMed supports diagnosis
- 3DOOrthoTwin modelizes patient anatomy
- 3DOOrthoPlan plans treatment
- 3DOOrthoSim simulates treatment and post treatment visualization

Demo : <https://youtu.be/hrV4D1QPzRc>

The US orthopaedic market is composed by 226 million patients, 31 thousand orthopaedic surgeons, and 7.5 million orthopaedic surgeries are carried out each year. We can then assume a TAM (Total Available Market) of ~7.5 B€ in US for our whole solution. Our proof of concept will be carried out on the Foot & Ankle market, with its 3 thousand orthopaedic surgeons and 754 thousand orthopaedic surgeries every year.

There are no commercial CDSS available in the field of orthopedy. Most of the players are focused on medication or therapy support decision and oncology diagnostic. Competitors are software's, prosthesis manufacturers, medical imaging and 3D-printing providers. All of them provide specific and independent tools, not covering the entire patient pathway.

Our go-to-market plan is innovative, aiming to sell through prosthesis manufacturers looking for a patient-centric, disruptive and data-driven solution to differentiate their product from their competitors.

¹ Pinsker, Ellie, and al., “Symptom Resolution and Patient-Perceived Recovery Following Ankle Arthroplasty and Arthrodesis.” *Foot & Ankle International* 37, no. 12 (Dec. 2016): 1269–76

Team & experts

DO was created in 2016 by two orthopaedic surgeons specialized in Foot & Ankle, Dr. Bruno Ferré and Dr. Thibaut Leemrijse, resp. CTO and CMO of the company. Our team of more than 20 FTE's (incl. 4 PhD's) combines engineering, 3D modeling and simulation competences with an in-depth medical expertise provided by the co-founders and our international expert committee (USA, CH, FR, ES).

DO is incubated by 3Dexperience Lab (Dassault Systemes), which is offering access to technologies and technical experts. Foot & Ankle Institute supports DO with its knowledge and scientific expertise.

Impact

Digital Orthopaedics ensures healthy lives and promote well-being for all at all ages. Their ambition is to transform and optimize patients' healthcare in orthopaedic surgery by improving quality of treatments.



Financials

| P&L | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|---------|-------------|-------------|-------------|-------------|-------------|-----------|------------|
| REVENUE | 49 406 | 200 000 | 867 062 | 2 588 522 | 6 012 707 | 9 727 593 | 16 273 654 |
| EBITDA | - 2 176 109 | - 3 874 618 | - 4 557 147 | - 3 805 807 | - 2 267 522 | - 507 545 | 2 643 660 |

Financing round

Our funding needs are 3 M€ to reach market validation in Q2 2021; 1.5 M€ for R&D and 1.5 M€ for Sales. Additional 8 M€ will be needed, after the market validation, for commercial growth and new module development, reaching break-even in 2025. The Pre-Money valuation of DO is 8 M€, based on BDO estimates.

| Cap table | # Shares | Value (€) | % | % Fully D. |
|------------------------------|--------------|----------------|---------------|---------------|
| Mr Leemrijse | 217 | 108 500 | 20,5% | 2,57% |
| Mr Ferré | 517 | 258 500 | 48,8% | 6,11% |
| Eric Halioua | 50 | 25 000 | 4,7% | 0,59% |
| CARKATH SPRL | 16 | 8 000 | 1,5% | 2,96% |
| Integrale | 260 | 130 000 | 24,5% | |
| Total | 1 060 | 530 000 | 100,0% | |
| Integrale – convertible loan | 6 810 | 3 405 000 | | 83,61% |
| Employees - warrants | 586 | 293 000 | | 4,16% |
| Total | | | | 100,0% |