

BONE 3D

PERSONALIZED MEDICINE
THE NEXT LEADER IN MEDICAL 3D
PRINTING



Alliance between Engineering & Surgery



Pierre-Marc François PhD

CTO



Jérémy Adam PhD

CEO & FOUNDER

3 international Patents at :

materialise



Université
de Paris



Ludovic Benichou MD

FOUNDER & ADVISOR



Serge Ketoff MD

FOUNDER & ADVISOR

BONE 3D

PERSONALIZED MEDICINE



Hôpital Paris
Saint-Joseph

GROUPE
HOSPITALIER
PARIS
SAINT-JOSEPH



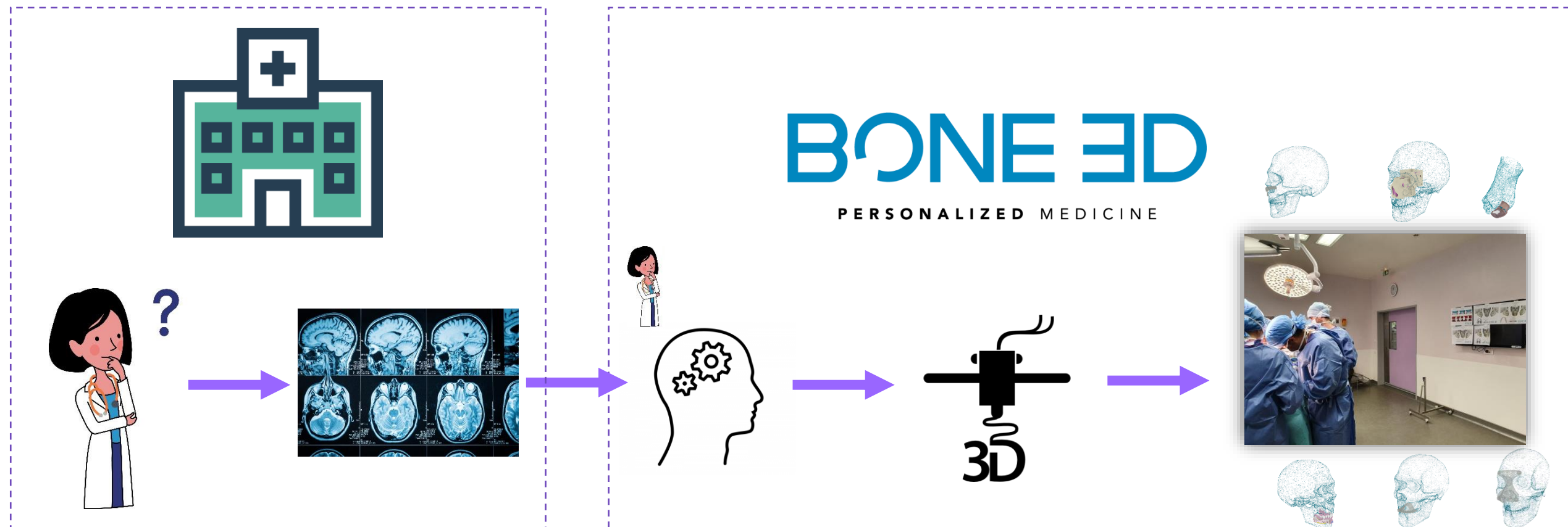
Arts
et Métiers
Sciences et
Technologies

ASSISTANCE
PUBLIQUE



HÔPITAUX
DE PARIS

Foundation | *“One process, unlimited innovation”*



MARKET PAIN POINTS

PATIENTS

Custom medical devices : 5 weeks



SURGEONS

« Never the first time on a patient »

HOSPITALS

Lack of means and supply on-site

Our Solutions

BONE 3D

PERSONALIZED MEDICINE

<48h delivery
Better emergency outcome

**3D printed training
simulators**
*Best to date Surgeon
training material*

**In house 3D printing
platform**

PATIENTS *"We have great ideas of patient-specific
devices we would purchase if only they existed"*

Hossein Khonsari, Paediatric Surgeon Necker Hospital / Key Opinion Leaders (KOL)

BONE 3D
PERSONALIZED MEDICINE

"I know how to make it real in less than 48h"

+1000 units
sold
in Europe

+250 clients



Medical devices



And more to come. . .

Rythm 2+ / year

SURGEONS ***“SURGICAL TRAINING IS CRITICAL BUT EXPENSIVE AND LIMITED BY THE ETHICAL USE OF CADAVERS WITHOUT PATHOLOGIES”***

Mickael Samama, private stomatologist / Key Opinion Leaders (KOL)

BONE 3D
PERSONALIZED MEDICINE

“We know how to design and print complex models with multi materials”



 **Université
de Paris**

 **UNIVERSITÉ DE STRASBOURG**

 **Aix-Marseille
université**
Initiative d'excellence

Surgical simulators



NASO TRAIN



BUCCO TRAIN



NEURO TRAIN



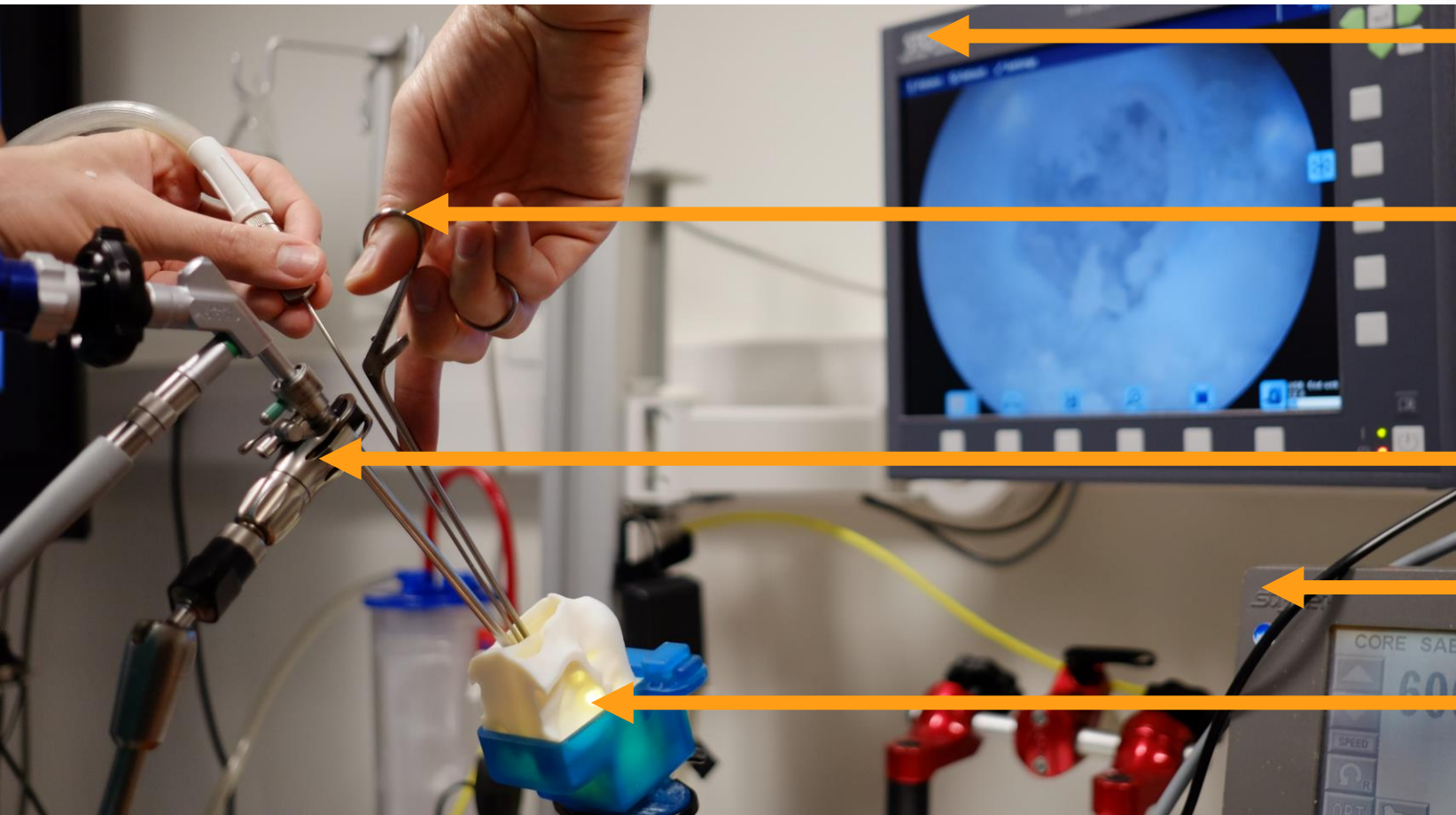
PODO TRAIN

**More than 80 different
pathology. . .**

All Body parts by 2025

HIGH TRACTION WITH INTERNATIONAL
INDUSTRIAL OEM NOW CLIENTS OF **BONE ED**
PERSONALIZED MEDICINE

Major industry leader
using our products and
developing new ones



STORZ
KARL STORZ — ENDOSKOPE

Boston
Scientific

 **DePuy Synthes**
PART OF THE *Johnson & Johnson* FAMILY OF COMPANIES

stryker

ETHICON
PART OF THE *Johnson & Johnson* FAMILY OF COMPANIES

HOSPITALS *“Our 39 hospitals are running out of protection devices and medical materials: visors, suture guides, spare parts,...”*

Martin Hirsch – AP-HP , Former CEO, largest hospital group or Europe

BONE 3D
PERSONALIZED MEDICINE
“We can deploy and operate an on-site 3D printing factory within 1 week ”



ASSISTANCE
PUBLIQUE  HÔPITAUX
DE PARIS

resah
Réseau des Acheteurs Hospitaliers

UniHA
UNIVERSITÉ COOPÉRATIVE DES HÔPITAUX DE PARIS

**e-santé
TESIS**
Réunion / Mayotte

80k devices 1 year

Supplies
& parts 40 %

Anatomical
models 30%

Med. Dev. 15%

Simulators 10%

Innovations 5%

ACHIEVED IN 4 YEARS

01 | SHORT & DIVERSIFIED INNOVATION CYCLES

4 | medical devices
+1.500 units sold

80 | Surgical training
simulator verticals

1st | Point-of-Care
Platform as a
Service

02 | TIER 1 PUBLIC & PRIVATE CLIENTS

+250 | Clients

+12 | Countries



03 | POWERFUL BARRIERS TO ENTRY



| Strong key leader hospitals customers

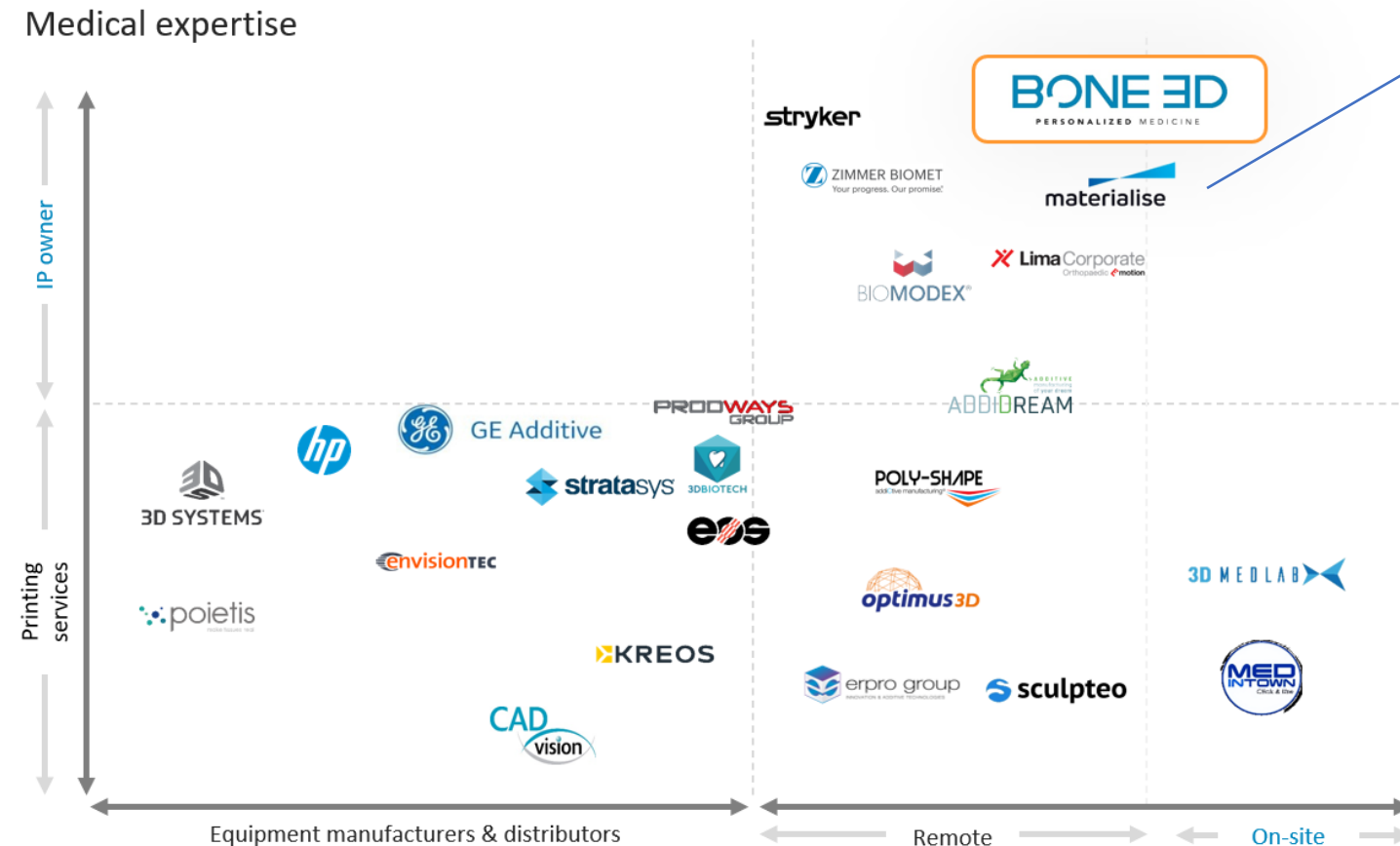


| Strong key leader industrials customers



Total Sales since Foundation : 2,2 M€

BONE 3D Competitive positionning



materialise
innovators you can count on

Founded in 1990
2021
205M€ Sales
↳ **73M€ in Medical**
32M€ EBITDA

Bad reputation for IP sharing

Hard focus on softwares

Only printing in Belgium – 5 week delivery time

BONE 3D
PERSONALIZED MEDICINE

Pure medical player VS unspecialized business

Co-creation with surgeons, shared IP

Specialized medical device provider

Agile quality system with small factory – 48h delivery time

CASH OVERVIEW |

Current cash level : 225k€ - Exceptional furniture sales – 63k€

Current cash burn : 30k€

	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23
Recettes									
Activity									
Sales	58 751,80 €	67 536,90 €	63 222,50 €	67 938,54 €	81 608,51 €	77 901,05 €	83 601,46 €	97 271,43 €	94 925,77 €
Other									
Furniture Sales									
Sales Furnitures									
Sales Facilities	30 000,00 €								
Sales Machines	33 000,00 €								
Subventions									
Prêt amorçage BPI									
Aide au développement deeptech									
Assurance Export BPI									
Tax refund		60 000,00 €							
Costs									
Wages	52 751,60 €	50 373,03 €	43 951,57 €	43 951,57 €	43 951,57 €	43 951,57 €	43 951,57 €	43 951,57 €	43 951,57 €
Opex	41 307,02 €	41 268,78 €	41 230,54 €	41 230,54 €	41 230,54 €	41 230,54 €	41 230,54 €	42 643,54 €	65 910,54 €
Supplier state									
Cashflow	27 693,18 €	35 895,09 €	- 21 959,61 €	- 17 243,57 €	- 3 573,60 €	- 7 281,06 €	- 1 580,65 €	10 676,32 €	- 14 936,34 €
Cash	226 248,18 €	262 143,27 €	240 183,67 €	222 940,10 €	219 366,50 €	212 085,44 €	210 504,79 €	221 181,11 €	206 244,77 €

EXAMPLE OF 2 SHORT TERM KEY APPLICATIONS FOR BONE 3D|



| **BUCCO-TRAIN** \simeq 680 k€ ARR

42 031 Dentists – 4 000 Trainee/year

1 034 CMF surgeons – 300 Trainee/year

7 681 Students/year

170€ unit cost

Current Market share : 110k€/y



\simeq 5 556 k€ ARR



| **BB-RHINO** \simeq 310 k€ ARR

2 220 Clefts/year

31 647 Rhinoplasty/year

100€ unit cost

Current Market Share : 75k€/y



\simeq 1 345k€ ARR

ARR : Annual Recurring Revenue

FUTURE MARKET OVERVIEW |



■ ■ | **HOSPIFACTORY** \simeq 6 400 k€ ARR

2 Large Hospital groups 1000k€ ARR each
44 Medium Hosp. groups 100k€ ARR each

2020 Market Shares : 1 100 k€



Estimated business
worldwide
 \simeq 54 000 k€ ARR

CONTACT



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