



**Stage:** Seed; Post POC clinical trials

**Industry:** Medical Device

**Employees:** 2

**Funding to date:** \$300K

**Required Funding:** \$2M for R&D & regulations; \$5M for marketing

**Use of Proceeds:** FDA (510K), CE & CFDA

**Revenue Model:**

	Price	COGS
Main Unit	\$600	\$250
Disposable	\$80	\$40

**Revenue Forecast:**

	Units Sold	Revenues
Year 2	4K	\$2.4M
Year 3	55K	\$31M
Year 4	230K	\$130M

**Management Team:**

Avi Lior, Co Founder & CEO

- Former director and investment committee member at Xenia Ventures Capital
- Record of 7 exits in the past

Noam Hadas, Co Founder & CTO

- CEO and CTO in several high-tech and medical device companies
- Own 9 registered patents; Active inventor for Intellectual Ventures

## The Intelligent Sleep Apnea Treatment

**Therapnea™** is a device that treats Adult Obstructive Sleep Apnea syndrome (OSA) using an innovative approach that overcomes current therapy compliance problems with effective clinical performance.

### Market Size

- OSA impacts about [936 million](#) people worldwide
- 1 in 15 has moderate to severe OSA (more than 15 events per hour)
- The OSA devices market was valued at \$5.5B in 2017, with a 7.5% CAGR until 2023.
- Sales of the CPAP device is valued at over \$2B a year

### Problem

OSA is a serious disorder in which the respiratory path becomes occluded during sleep, usually due to collapse of the soft tissues of the upper airways, causing the patient to stop breathing.

If left untreated, sleep apnea increases the risk of health problems, including high blood pressure, stroke, heart failure, diabetes, depression, headaches poor performances in everyday activities due to tiredness and more.

### Current Solutions

OSA treatment of choice is CPAP (Continuous Positive Air Pressure support), a 39 year-old device which applies mild air pressure on a continuous basis to keep the airways continuously open.



**Over 50%** of CPAP users stop using it after a few years due to its high invasiveness and inconvenience.

Solution	Patient Acceptance
CPAP	>50%
Oral Devices	10% (only mild)
Alexa Stent	>10%

### Our Solution - Therapnea™

Therapnea™ is a stent applied inside the patient's mouth from a dental plate which provides mechanical support for the upper airways as a mean of preventing airways collapse. The stent is inserted AFTER the patient is asleep and apnea started.



Therapnea™ relies on a disruptive method to circumvent the gag reflex that, until now, prevented this therapy approach. In a clinical study Therapnea™ was validated as being able to circumvent nausea and the gag reflex in **100%** of patients and prevent Apnea events after the stent was inserted.

### Recent Achievements

- POC device tested with promising results in clinical trial in India
- Registered patent in the US; pending in many additional countries
- Won Horizon 2020 phase I grant (€50K) & China \$80,000
- Won the OCS Tnufa grant