

SECURING YOUR VISION

SHORT DESCRIPTION

At RECORNEA, we secure your vision with advanced ophthalmic solutions. The first product we've developed is a ground-breaking solution, as a new corneal implant called the GROSSO® implant, to be implanted in a single and simple surgical procedure to treat a progressive eye disease called keratoconus. Both current ocular surgeries and competitor devices (i.e. intracorneal ring segments) are not effective in reinstating a predictable, uniform and stable-in-time shape of the cornea leading to a very poor quality of vision and life. Our product is the world's first metal corneal implant to restore the physiological curvature of the cornea with predictable clinical outcomes.

MARKET SIZE & COMPETITORS

At RECORNEA we want to reinstate adequate physiological visual conditions and to get tailored treatment with an optimal visual recovery in a large number of patients suffering of pathologies with detrimental and invalidating pathological corneal shape deformations. In particular, we are targeting the **218 M+ eyes worldwide** affected by keratoconus for a total market size of **37 B\$** (TAM) with a first target market of **3 B€** (SOM) in EU and US. This market grows of 2M+ new eyes worldwide every year.

GO TO MARKET STRATEGY

By the end of 2020 we will end the pre-clinical phase to begin the 18 months of clinical trial to be completed by mid 2022, have the CE marking by the end of 2022 to launch the product on the market by mid 2023. **In year 1, we plan to sell 1,900 devices** directly to the four hospitals that are on-board for the clinical trials in EU. This strategy is a direct and smooth market entry through our key-opinion leaders. From year 2 onwards, we will expand to EU and US planning to sell our device to hospitals through partnerships with a ophthalmic company for a total of **167.000 devices in 5 years**.
Selling price: **\$700 per device**.





YEAR	Nº UNITS SOLD	REVENUES (M\$)
2023	1.900	1,33
2024	5.700	3,99
2025	17.100	11,97
2026	57.000	39,90
2027	85.500	59,85
TOTAL	167.200	117,04



FUNDING & GRANTS

TOP5% in 2019 of the most innovative companies in Europe with a **1.6 M€ EU Fast Track to Innovation**.
Received **2 pre-seeds** from Entrepreneur First from Singapore and GFactor from Italy.
TOP10% in 2020 of the most innovative companies in Asia Pacific by Medtech Innovator.

TEAM MEMBERS

	NAME	ROLE	BACKGROUND
	Emiliano Lepore	Co-founder and CEO	MSc in biomedical engineering, PhD in Structural engineering, 10+ yrs in innovation and biz. dev. in medtech and biotech in EU, JP e Singapore. Co-inventor of 7 patents, 3 of them successfully licensed out.
	Moses Kakanga	Co-founder and CTO	PhD in Biochemistry, 10+ yrs in Uganda, UK and SG in running clinical trials for both bio-pharmaceuticals and medical devices in Uganda, UK and SG.
	Arcadio Garcia de Castro	Regulatory Affairs	PhD in Cell Biology. MSc in Microbiology. 20+ yrs of experience in in Regulatory Affairs, Quality Management System (ISO 13485), Risk Management (ISO 14971), IP & Business Development in Europe. Inventor in over 10 international patents.
	Edoardo Grosso	Co-founder and Advisor	Eye surgeon and co-inventor of the GROSSO® implant.