



wntTM

wave therapeutics



Infected
bedsores

Septic and
almost dead

A \$4k cushion
for a wheelchair?

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Years ago I was working in a small town emergency department when a disabled vet arrived with the worst infected bedsores I had ever seen. He was septic and almost dead. His doctor had prescribed a \$4000 wheelchair cushion to help treat his wounds but my patient just couldn't afford it.

3,000,000 bedsores
60,000 deaths
50% more than car accidents
\$27 billion annually
\$44,000 treatment costs
Malpractice lawsuits

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Each year 3 million Americans will develop a pressure injury, otherwise known as a bedsore, and 60 thousand will die as a result. That's 50% more than from car accidents. Bedsores cost the US economy about \$27 billion annually with much of that coming from the nation's long term care industry. Treatment costs average \$44,000 per incident and facilities are on the hook for those expenses. Bedsores are also a leading reason facilities get sued for malpractice.

Manual Labor:



Most commonly used option
Uncomfortable and invasive
Staff shortages / workers comp

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This space hasn't seen innovation for decades with current options for care being labor intensive, ineffective, and grossly overpriced. Let's dig into that a little deeper. The most common method to prevent bedsores used by most facilities is just plain old manual labor. Staff are assigned the difficult and time consuming task of repositioning at-risk patients every two hours around the clock. Patients hate it. Staff hate it. It's a leading cause of workers comp claims. And to make matters worse, there just isn't enough staff to do it anyway.

Static Pads:

Gel, foam, or air pillows
Don't work for prevention
No motion or analytics



Roho Cushion:
Current market leader
\$400 air pillow / pool toy

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Next up we have simple static pads made of gel, foam, or air that just sit there doing nothing. The current market leader is in this class with their \$400 air pillow that is functionally equivalent to an overpriced pool toy. They don't prevent bedsores.

Too Expensive:



Aquila Cushion:
Current best-in-class
\$4000 for a teeter-totter?

Single therapy / no smarts
Moves stagnant blood
Insurance won't pay

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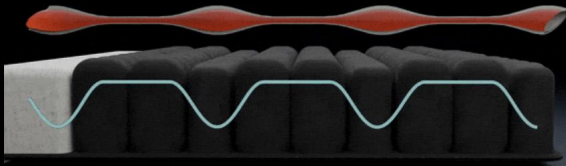
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Finally, we have a collection of very expensive automated devices that rock the patient from side-to-side throughout the day. The problem with this is that our blood doesn't flow from side-to-side and, as a result, these devices simply move already stagnant, de-oxygenated blood from one place to the other. The current best-in-class device is a \$4000 teeter-totter without any kind of analytics or data connectivity. We need a better solution to the problem.



Wave has developed the first affordable and effective smart cushioning technology to prevent and treat bedsores.

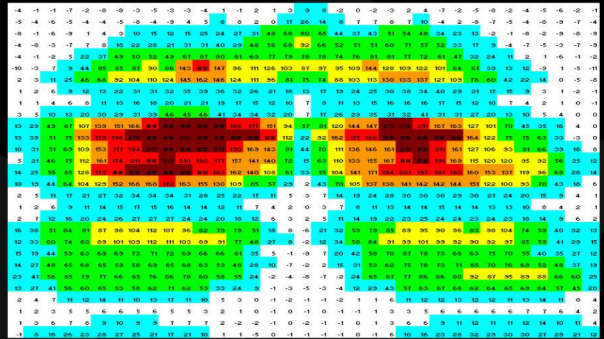
Motion is speeded up 20x for clarity in demonstration



Wavelike motion

Eliminates pressure points and improves blood flow

Alternating pressure
& sequential compression



Real time data &
remote patient monitoring

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Our technology combines two clinically proven therapies, alternating pressure and sequential compression, to eliminate pressure points and actively deliver fresh, oxygenated blood to at risk tissues. We join this with our smart analytics to deliver real-time data and remote patient monitoring.



\$450~600
Suggested Retail Price

at a COGS of \$150

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And we'll do this all at a price that the competition just can't touch. We expect to enter the market with a suggested retail price of between \$450 and \$600 dollars at a COGS with volume of \$150.



US Healthcare
Cushioning & mattress market size
\$30 billion

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We'll use our technology in wheelchair cushions, hospital mattresses, and surgical beds. The US Healthcare market for cushioning products is over \$30 billion dollars and with our superior technology and significantly better prices we'll quickly become the standard of care in this important space.



Global expansion Numerous consumer applications



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We'll next expand into foreign healthcare markets and eventually license our technology for consumer, automotive, and airline applications.

B2B Opportunity

Hardware sales
direct & distribution

Software sales
subscription = MMR



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When we first enter the market we'll sell to the nation's nursing homes, rehab centers, and memory care facilities. These businesses have a hair-on-fire problem when it comes to bedsores and with our focus on affordable, effective, prevention we'll quickly sweep the market.



B2C Opportunity

**Hardware sales
eCom & DME retailers**

**Software sales
subscription = MMR**

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Our B2C opportunities are just as exciting. All across the nation people are clamoring to stay at home and age-in-place. Our smart cushions help make this a reality by allowing caregivers and family members to remotely monitor patients while receiving immediate notification of any potential danger conditions.

Total global
healthcare, consumer, & licensing
5th year annual obtainable market
over \$450 million

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All told, when you add up our healthcare, consumer, and various licensing opportunities across the globe Wave has an annual obtainable market of almost half a billion dollars by our 5th year of sales.

IP Filed around the World

First US Patent Awarded 7/5/22!

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In order to protect this valuable market, our IP has been filed in the US, Canada, the UK, and the European Union and I'm excited to share that we were granted our first US patent just a few months ago.



Multiple pilots and trials

VA Health

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We've got best in class institutional partners teed up for pilots and trials and we've signed an important contract with the Veterans Health Administration.



Our core team includes Fortune 100 tech leaders, healthcare professionals, seasoned device engineers, and serial entrepreneurs.

\$5m Tranched Seed Round

1st Stage	2nd Stage	3rd Stage
Pilots / Studies	Launch!	Bed R&D +
300 Cushions	3k Cushions	7k Cushions
\$1.5m @ 20%	\$1.5m @ 10%	\$2m @ 0%

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We're currently raising a \$5 million dollar seed round divided into three tranches designed to minimize investor risk. Our first tranche of \$1.5 million will allow us to place 300 cushions in pilots, clinicals, and in the hands of 50 early adopters. We'll track these products for six months, identifying any opportunities and challenges and quickly address them before moving forward. We'll be offering a 20% discount to investors who participate at this stage.

Our next tranche of \$1.5 million will enable our official launch of 3000 cushions into the marketplace. This will prove out our product/market fit and help us build momentum. We'll be offering a 10% discount to investors who participate at this stage.

Our final tranche of \$2 million will allow us to produce 7000 cushions and also fund the development of our full mattress topper product. With these milestones in place Wave will be perfectly positioned to begin our series A rounds to enable our continued expansion.



Wave is on
a mission
join us

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Wave is on a mission to end preventable bedsores. Join us.



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