



**CREO MEDICAL GROUP PLC**  
BRINGING ADVANCED  
ENERGY TO ENDOSCOPY

29 January 2019



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## OVERVIEW



**Focused on the Emerging Field of Surgical Endoscopy** to perform clinical procedures minimally and non-invasively

**Creo Medical** utilises **patented technology** combining microwave and bi-polar radio frequency energy via its advanced energy platform

**Enabling** a wide range of **miniature endoscopic devices** with precise cut, coagulation and ablation capability to treat as many conditions as possible

Aiming to exploit a **Paradigm Shift** in endoscopic surgery

**Saves time and cost** as both procedure time and hospital stay are reduced

**Potential to Change the Treatment Pathway** due to less risk of infection, ability to treat conditions what are currently untreatable and move operating room treatment to outpatient treatment

**The overall aim:**

Significantly Improved Patient Outcomes!



## FACTS AND FIGURES

**~65 People Employed** in a Creative, Innovative, Fun and Driven Environment with the aim to change lives!

**Listed on London Stock Exchange in December 2016 raising £20M** to further develop IP, with a **further raise of £48.5M in August 2018** to fully commercialise our products so that we can treat patients

**FDA clearance and CE mark** gained for Creo's CROMA platform generator and first device (Speedboat RS2 device) in 2017

**~45 physicians trained<sup>1</sup> to use the first device** and **beginning to use** – we now have a Global footprint

**~75 human procedures** performed using first device (Speedboat) – life changing for these patients

**133** Worldwide patents granted, **79** patent families and **431** patents pending<sup>4</sup>

**Growing Global Market** with addressable size of \$3-4bn<sup>2,3</sup>, minimal competition

**Commercialisation** via multiple distributors including strategic investor HOYA Pentax Group (Asia), Diagmed (UK), South Africa, Spain and Benelux

<sup>1</sup> As at 30 September 2018

<sup>2</sup> Boston Scientific investor presentation, 2015

<sup>3</sup> Conmed investor presentation, August 2016

<sup>4</sup> As at 31 December 2018

## ADVANCED ENERGY PLATFORM

**15 years** ago microwave was used in Telecoms but was not sufficiently advanced & too expensive for use in endoscopy

**Microwave** for controlled coagulation & **Bi-polar RF** for precise cutting

Laparoscopic surgeons have **Bi-polar RF** and harmonic devices, however will not use mono-polar devices for complicated surgery due to the risk associated. Why would a gastroenterologist be any different?

**133** (76 Dec-16) granted patents and **431** (184 Dec-16) patents pending \*



<input checked="" type="checkbox"/>	Bi-polar RF for precise localised cutting
<input checked="" type="checkbox"/>	Microwave coagulation provides control
<input checked="" type="checkbox"/>	Single interface port, no need to swap instruments
<input checked="" type="checkbox"/>	Small integrated unit

Physician Benefits	
<input checked="" type="checkbox"/>	Safe, peace of mind, fast set-up
<input checked="" type="checkbox"/>	Predictable tissue effect
<input checked="" type="checkbox"/>	Saves considerable time during procedures
<input checked="" type="checkbox"/>	Can be used in surgery & endoscopy

Patient Benefits	
<input checked="" type="checkbox"/>	Lower risk of remote burns
<input checked="" type="checkbox"/>	Lower risk of thermal damage to adjacent tissues
<input checked="" type="checkbox"/>	Less time in hospital

## GI DEVICES

### Growth of GI indications

- Poor diet, obesity, sedentary lifestyles and an aging population is driving growth in the Endoscopy device market.
- Continued expansion in endoscopic screening programs driving an increase in the detection rates for a range of conditions requiring the resection/biopsy of tissue and the control of bleeding.
- Western practice continues to refer lesions > 2.5cm for surgical resection on a significant scale.
- Surgical removal, whilst delivering excellent curative results, is also a major operation requiring long hospital stay (4-5 days) with a significant mortality rate.

*“Speedboat RS2 would transform my repertoire”*

**Mr Mike Williamson**  
Endoscopist, RUH Bath

### Suite of GI Devices:



*“...a great start point for the new user and a fundamental tool for the experienced operators”*

**Dr. Zacharias P. Tsiamoulos MBBS, PHD**

Endoscopy Clinical Lead, Consultant in Gastroenterology and Specialist in GI Endoscopy  
East Kent University Hospitals Trust, Honorary Consultant in Endoscopy St Mark's Hospital /Academic Institute

## SPEEDBOAT RS2

*"You don't have to be an expert to use Speedboat"*  
**Dr Francisco Jose García Fernández,**  
 Spain

### COLORECTAL CANCER WORLDWIDE:

**16m** screening colonoscopies are performed per annum in the US<sup>1</sup>

**1.1m** will find a lesion which should be treated<sup>2</sup>

Approximately **50%** of those lesions are surgically removed<sup>1</sup>

**But** traditional colorectal surgery is associated with a **6%** mortality rate at 30 days<sup>3</sup>

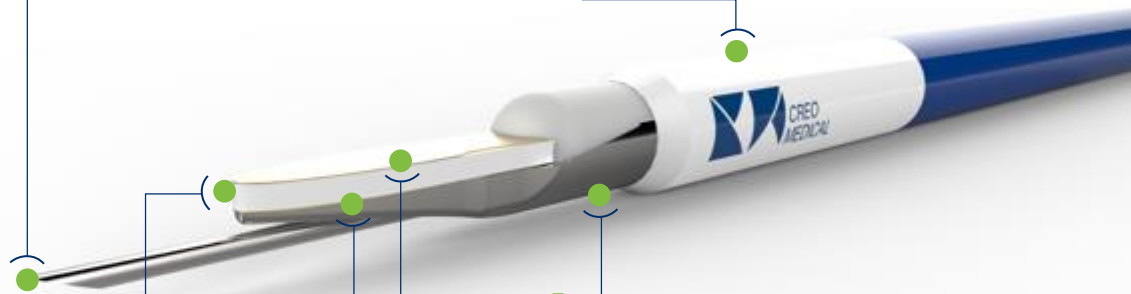
**3** **MICROWAVE COAGULATION**  
controlled haemostasis

**1** **INTEGRATED INJECTION NEEDLE**  
no instrument exchange required

**5** **ROTATION**  
orientation in any plane

**4** **PROTECTIVE HULL**  
reduces risk of muscle damage

**2** **BIPOLAR ELECTRODES**  
precise lateral and forward dissection



1. US surgical procedure volumes 2010, Millennium Research, RPUS43SV10, February 2010  
 2. Gastrointest Endosc 2014;80-133-43  
 3. Ann R Coll Surg Engl 2011; 93: 445-450

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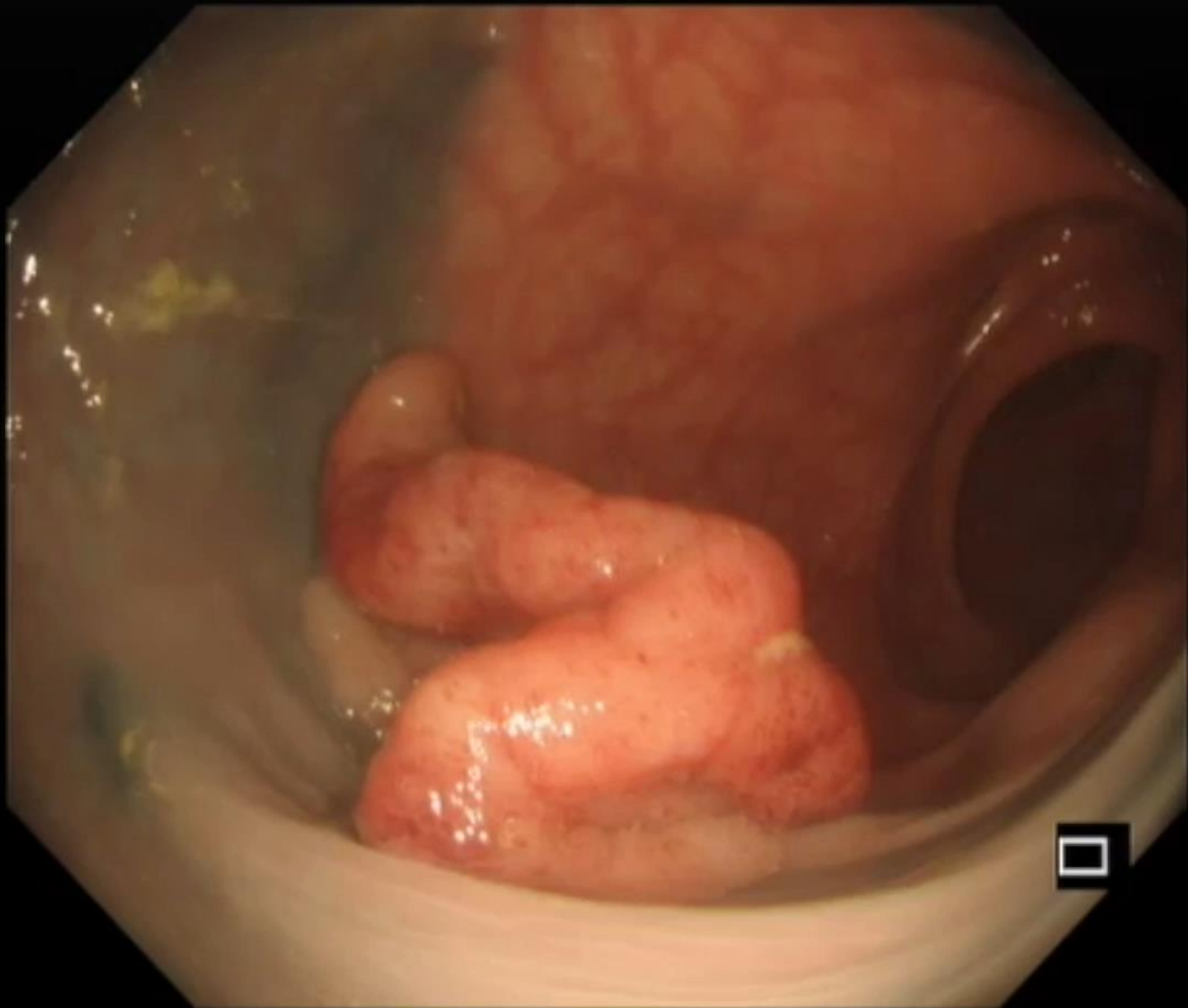
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## THE ALTERNATIVE

- Up to 30cm of bowel removed and the two sections re-joined
  - Change to the anatomy of the patient – never the same again in terms of function
  - Colostomy bag for at least 6 months or life
  - Other associated effects such as depression
- One of these patients could not have tolerated surgery
- Between 3-4 hours of treatment under general anesthetic with associated risks
- Up to 5 days hospital stay
- **In one day, 3 patients treated under sedation saved ~12 hours of operating theatre time and up to 15 inpatient days**

## ABLATION DEVICES

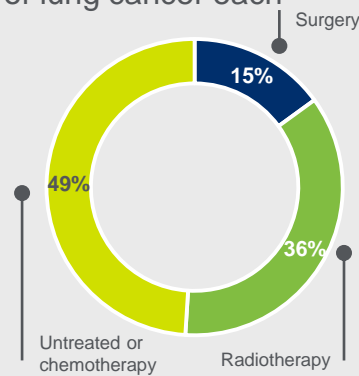
### LUNG CANCER:

**Screening** not performed

**1.8m** Global cases of lung cancer each year<sup>1</sup>

**17%** Five-year survival rate<sup>2</sup>

**85%** Nodules are considered to be inoperable<sup>3</sup>



*“Can you imagine the utility of this? If we can navigate to lesions, sample them, but also ablate them all in one go? I think that will be completely revolutionary for lung cancer management”*

**Dr Pallav Shah**

Consultant Pulmonologist  
Royal Brompton Hospital, UK

### PANCREATIC CANCER:

In 2018 ~55,440 Americans will be diagnosed with pancreatic cancer in the U.S., and over 44,330 will die.<sup>4</sup>

One of the few cancers for which survival has not improved substantially over nearly 40 years.

Highest mortality rate of all major cancers. 91% of pancreatic cancer patients will die within five years of diagnosis – only 8% will survive more than five years. 74% of patients die within the first year of diagnosis.



1. Chin J Cancer (2016) 35:71
2. American Cancer Society. Cancer Facts & Figures 2016. Atlanta: American Cancer Society; 2016.
3. Data for England & Wales – National Lung Cancer Audit annual report 2015 (for the audit period 2014), Royal College of Physicians, 2015
4. [www.pancreatic.org/pancreatic-cancer/pancreatic-cancer-facts/](http://www.pancreatic.org/pancreatic-cancer/pancreatic-cancer-facts/)





## CONCLUSION

- **Creo's advanced energy platform** – utilises Creo's patented technology to combine microwave and bi-polar radio frequency energy and enables a wide range of miniature endoscopic devices with precise cut, coagulation and ablation capability saving time and cost
- **2018 Fundraise** has strengthened the balance sheet and provides the funding to accelerate roll out of products, increased training and market seeding via **multiple distribution partners**
- **Health economic benefits and improved patient outcome** validated as both procedure time and hospital stay are reduced
- **Creo's Clinical Education Programme** well established – pathway to 100 trained by 2019
- **Multiple in-human procedures** performed using Speedboat with no reported complications
- **Manufacturing capability** ready to scale with minimal investment
- **Razorblade model** with multiple devices over multiple markets and multiple indications



ANYTHING IS  
POSSIBLE WITH THE  
RIGHT APPROACH