

## We set new standard in oxygen therapy; 7 patents, FDA, superior therapy, & more



[dynamris.com](https://dynamris.com) Chesterfield MO   

[Technology](#) [Main Street](#) [Hardware](#) [B2C](#) [B2B](#)

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### Highlights

- 1 FDA 510 (K), EUA, ISO-13485 Quality System, FDA registered manufacturing in-house, Ready to go!
- 2 5.9 million patients on oxygen in the U.S. alone growing to over 7 million patients in 2023.
- 3 Protected by 7 U.S. Patents, more pending, foreign patents pending.
- 4 Experienced team with a history of success, from concept through acquisition. CEO has 28 patents
- 5 Superior oxygen therapy for patients. Sets a new therapeutic standard for oxygen patients.
- 6 Oxygen therapies are expanding to other areas; i.e. cluster headaches and wound healing treatments
- 7 Additional products in development expand our technologies into other therapeutic market segments.

### Our Team



**Alonzo C. Aylsworth** CEO, Managing Member

Conceived products and developed from introduction through acquisition. 28 U.S. patents, many more pending including foreign.

The founders have been face-to-face with patients in the respiratory business for more than the last 4 decades. We've seen their pain and suffering. We have seized the opportunity to greatly help them and set a new standard in oxygen therapy. Quite simply, patients ask us to help them. They're family!



**Lawrence C. Spector** Managing Member

Founder of homecare companies that were acquired. Co-Inventor



**Timm Eckenroth** Design Engineering Manager

40 years in Engineering/Manufacturing/Design Fields 4 Medical Patents (U.S.)

SEE MORE

## Pitch



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## Corporate Structure

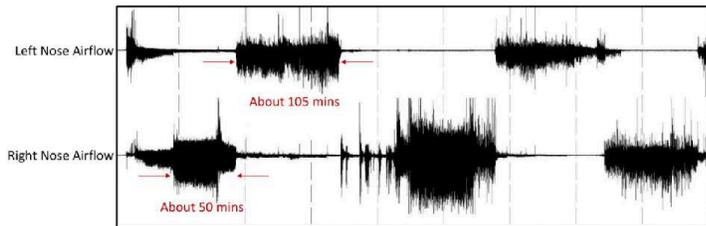
- Incopa, LLC dba Dynaris
- Texas Corporation
- Founders: Lon Aylsworth and Larry Spector
- Operations in Chesterfield, MO
  - (ISO-13485 FDA Compliant)
- Contact information and video: [www.dynaris.com](http://www.dynaris.com)



# Dynamics of Breathing

and Maintaining Oxygen Therapy

8 Hours of Normal Breathing  
Revealing the Nasal Cycle



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Dynamic Oxygen Delivery

## Current Therapy

the  
PROBLEM

### Static Delivery

We breathe through a dominate nostril 80% of the time  
Deliver oxygen 50% to each nostril (since 1948)  
Wastes up to 50% of the oxygen to a blocked nostril  
Must deliver up to twice the oxygen or lose therapy  
Less freedom, less range, more refills, more problems  
Portable Concentrators cost 4 to 5 times more than an oxygen cylinder with a conserver

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### Dynamic Delivery

Apogee delivers oxygen only to the open nostril  
Saves up to 50% oxygen than current therapy  
May be the superior therapy (see published Texas State University study)  
Significant savings for patient and provider  
More freedom, greater range, less nasal dryness, greater acceptance  
World's only Dynamic Delivery system for ambulation

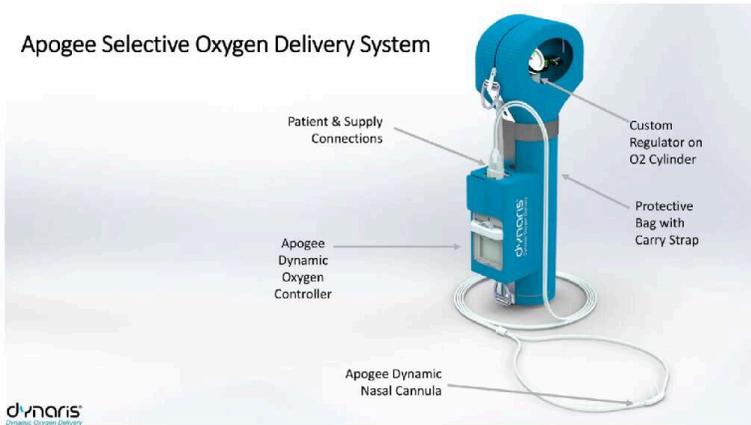
## Dynaris' Apogee

the  
SOLUTION

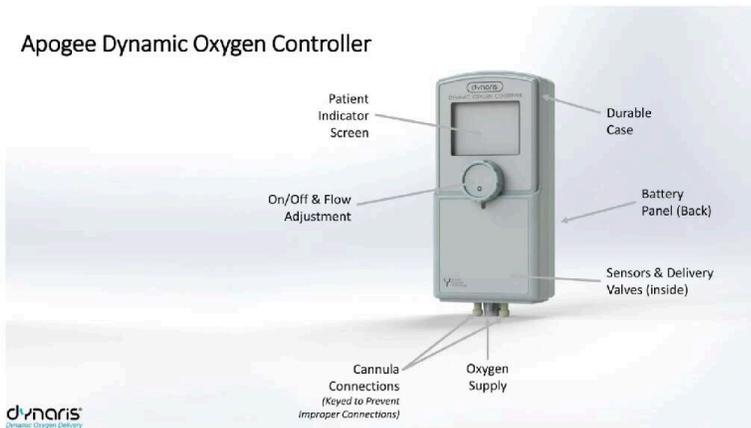
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# Apogee System Overview

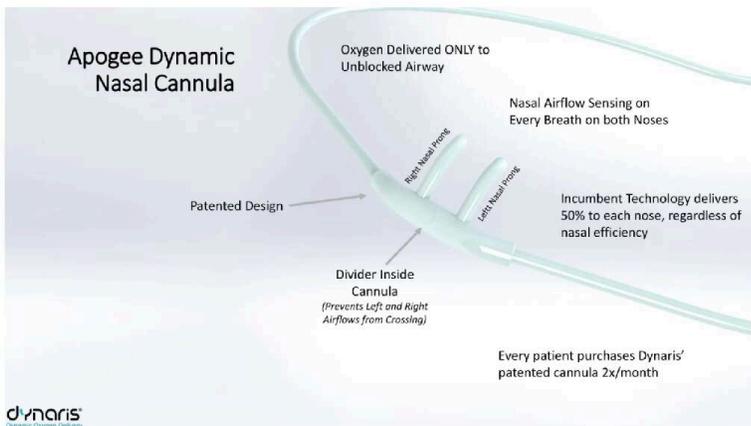
## Apogee Selective Oxygen Delivery System



## Apogee Dynamic Oxygen Controller



## Apogee Dynamic Nasal Cannula



Current Business Status

## Major Milestones Reached

- ✓ ISO-13485-2016 Compliant
- ✓ Vendors established and in-place
- ✓ Intertek Approved
- ✓ EU Safety Approved
- ✓ Tooling designed in-house and built
- ✓ In-house production lines completed
- ✓ Box Builder in-place for higher quantities
- ✓ 90% of assembly inventory in-house
- ✓ FDA Registered manufacturing facility
- ✓ Federal Unique Device Identifier in-place
- ✓ Shipping process is verified.
- ✓ Selling prices validated
- ✓ 7 patents and 6 worldwide pending
- ✓ Second product (SelectO2-H) test ready
- ✓ SelectO2-H Product under development
- ✓ Apogee (first product) is complete
- ✓ FDA EUA Granted
- ✓ FDA 510 (K) Clearance Dec 2020

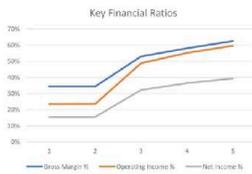


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## Financials

### Key Financials

	FY2021 (Begin 07/21)	FY2022	FY2023	FY2024	FY2025
<b>Revenue</b>					
Total Revenue - B2B	1,686,940	6,137,856	24,411,456	51,997,956	88,027,856
Total Revenue - DTC	4,893,330	10,253,748	62,670,048	134,364,848	196,013,748
Total Revenue	6,580,270	16,391,604	87,081,504	186,362,804	284,041,604
Market Size - Portable Units	1,952,000	1,558,000	1,790,000	8,521,900	2,241,000
Apogee Market Share	0.04%	0.20%	1.24%	2.80%	4.92%
% PoC of US O2 Patients	29%	24%	25%	26%	27%
Apogee Units	600	500	20,200	60,000	110,000
Market Size - Stationary	5,000,000	6,400,000	7,000,000	7,600,000	8,300,000
Select O2 Market Share	0.17%	0.67%	1.48%	2.37%	2.41%
Select O2 Units	33,300	36,000	100,000	180,000	200,000
<b>Direct Cost</b>					
Total Direct Cost	4,382,916	11,790,913	40,893,345	79,182,706	106,601,709
Gross Margin	2,240,174	2,600,691	46,188,159	107,180,198	176,440,895
Gross Margin %	34.40%	14.30%	53.00%	58.30%	62.00%
<b>Operating Expenses</b>					
Total Operating Expenses	712,500	2,433,000	3,430,000	6,433,300	8,130,000
Operating Income	1,527,674	2,200,691	42,758,159	100,746,898	168,310,895
Operating Income %	23%	13%	49%	53%	60%
Income Taxes	\$10,681	1,788,635	14,460,254	35,536,227	57,228,764
Total Expenses	1,292,183	6,218,635	18,090,254	40,914,227	60,958,964
Net Income	1,026,793	6,472,056	28,667,905	68,812,671	111,091,131
Net Income %	16%	39%	33%	37%	39%



This slide contains forward-looking projections that cannot be guaranteed.

## Investment Overview

# Investor Information, Terms

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- Majority of dividends will go to pay back investors first
- Dividends to be released quarterly when profitable. There will be retained earnings to grow the company
- Exit: Unitholders may elect to sell the company, continue with dividends and growth, or independently sell their units
- Units are \$300 each
- Currently raising \$1 million, up to \$2.5 MM



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## Downloads

[FAQ 04.19.2021.4.pdf](#)

[8-Hours of Normal Breathing Revealing the Nasal Cycle.JPG](#)

[Executive Summary 07.21.2021.2 FRM-023-061-RevA.pdf](#)