



PIROUETTE MEDICAL

**Convenient healthcare, anywhere**

Follow Pirouette Medical to be notified if they later decide to raise funding.

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[pirouettemedical.com](http://pirouettemedical.com)

Portsmouth NH



## Featured Investors

Y Combinator

Safar Partners

Liquid 2 Ventures

MAGIC Fund

10X Capital

Asymmetry Ventures



## Y Combinator

YC has invested Airbnb, DoorDash, Stripe, Instacart, Dropbox, and Coinbase, and 3000 more startups

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## Highlights

- 1 Pirouette's founding team are former rocket scientists, innovating on behalf of patients.
- 2 93% of patients want to switch to Pirouette's epinephrine auto-injector after seeing it in action!
- 3 Conor Cullinane, CEO, received his PhD in Medical Engineering and Medical Physics from MIT/Harvard.
- 4 Pirouette has 17 issued patents and owns all Intellectual Property for the Technology.

## Our Team



**Conor Cullinane** Co-Founder, CEO & President

Conor obtained a PhD in Medical Engineering & Medical Physics at MIT and Harvard Medical School in the Health Sciences and Technology Program. He used to design planetary exploration spacesuits for NASA.



**Matthew Kane** COO

Matt earned a MSc in Aerospace Engineering from the University of Notre Dame where he developed and tested turbomachinery, which included performance and vibration analysis.

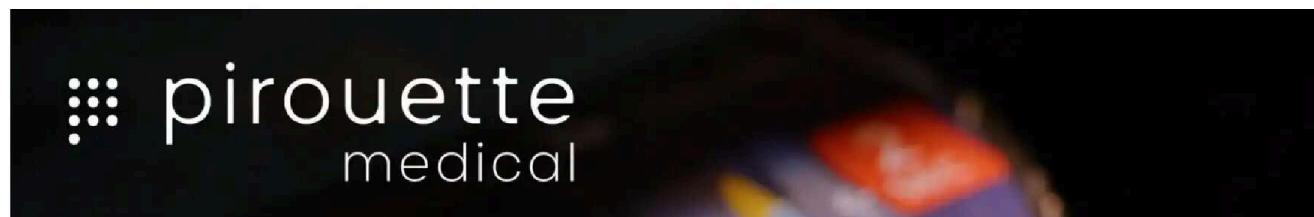


**Elijah Kapas** CTO

Eli received a dual BS in mechanical and civil engineering from Clarkson University. He has expertise in mechanical engineering, systems engineering, and computer aided design.

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## Pitch





## Three Rocket Scientists Innovating for Patients



Conor Cullinane, Ph.D.  
Co-Founder, President, CEO



Elijah Kapas  
Co-Founder, CTO



Matthew Kane, M.Sc.  
Co-Founder, COO



## On the Shoulders of Giants



Surbhi Sarna



Joe Nemmers



Kathy Reinke, RN



Tom Hook



Mark Bubak, MD



Penumbra



DDC  
DxR Diagnostics Center



bellinhealth



SANISURE  
Solution Based Innovation



## Auto-Injector Platform

## Which Would You Choose?



Injectors haven't changed in over 50 years – just plastic around a syringe.  
Too Expensive. Too Difficult to use.

\*Devices to Scale



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## Auto-Injector Platform

## The Future of Drug Delivery



Intuitively Simple.

Inexpensive.

Platform Device.



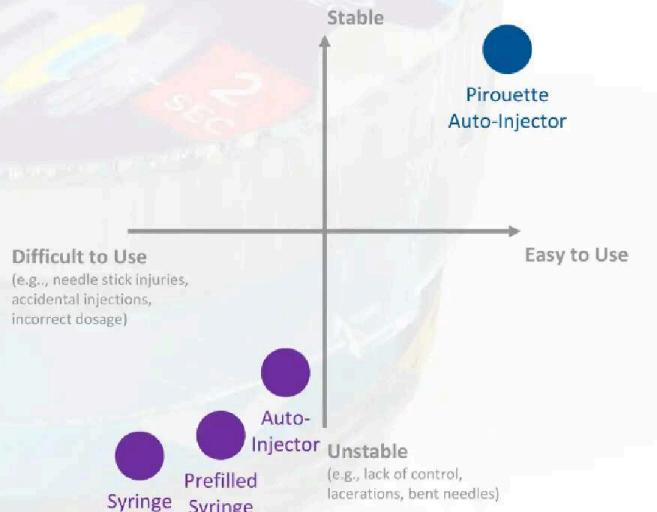
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## A Totally New Approach

The only intramuscular injector that can offer:

- A large 2-inch diameter **stable base**.
- An **adhesive** to hold the device on location.
- High aspect ratio (**wider than it is tall**) for stability.
- One-handed operation.
- **Unparalleled usability** so untrained naïve passersby can successfully complete an injection the first time, every time.



## Elegantly Designed to Reduce COGS

COGS (Single Device) = **\$13 at GTM**  
COGS < **\$3 at Scale**

The same **platform auto-injector** is used across drug products, so the **economies of scale** from all markets feed back into a **universal reduction in COGS**.

Design for Manufacturing (DFM) Principles were applied at each step, and industry standards were used wherever possible.

- **Material Selection** (i.e., medical grades).
- **Component Design** (i.e., reducing part counts, simplified parts, reducing critical dimensions and specialized surface finishes).
- **Assembly Design** (i.e., modular assemblies).
- **Final Device Design** (i.e., simple spring-based mechanical system).
- **Manufacturing Process Selection** (i.e., no fasteners, high throughput, automation ready).



## A Strong Intellectual Property Position



#### 18 Issued Utility Patents

Every time we receive a notice of allowance, we file an additional continuation to deepen the IP moat and to keep the patent family alive. Currently we have **7 more patents pending globally.**

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QUIC PUSH  
(Epinephrine)  
\$95/2-Pack

Pairing Our Innovative Auto-Injector with Epinephrine to Treat Severe Allergic Reactions

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medical



# quicpush®

Epinephrine Auto-Injector

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REZQGO  
(Naloxone HCl)

\$47.50/Device

## Pairing Our Innovative Auto-Injector with Naloxone HCl to Treat Opioid Overdose

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PIR-06 is the internal project number for REZQGO, our Naloxone Auto-Injector. We will go through brand development for REZQGO once the FDA has provided contingent approval on that proprietary name.

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REZQGO  
(Naloxone HCl)

## NIH / NIDA Support Pirouette to Save Lives

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The opioid overdose market is a major focus for the FDA and US Govt.

\$1.2 billion  
Market, growing  
at 10% CAGR

\$326K  
Phase I Award  
NIH / NIDA

300 people die  
everyday



NIH  
National Institute on Drug Abuse  
Advancing Addiction Science

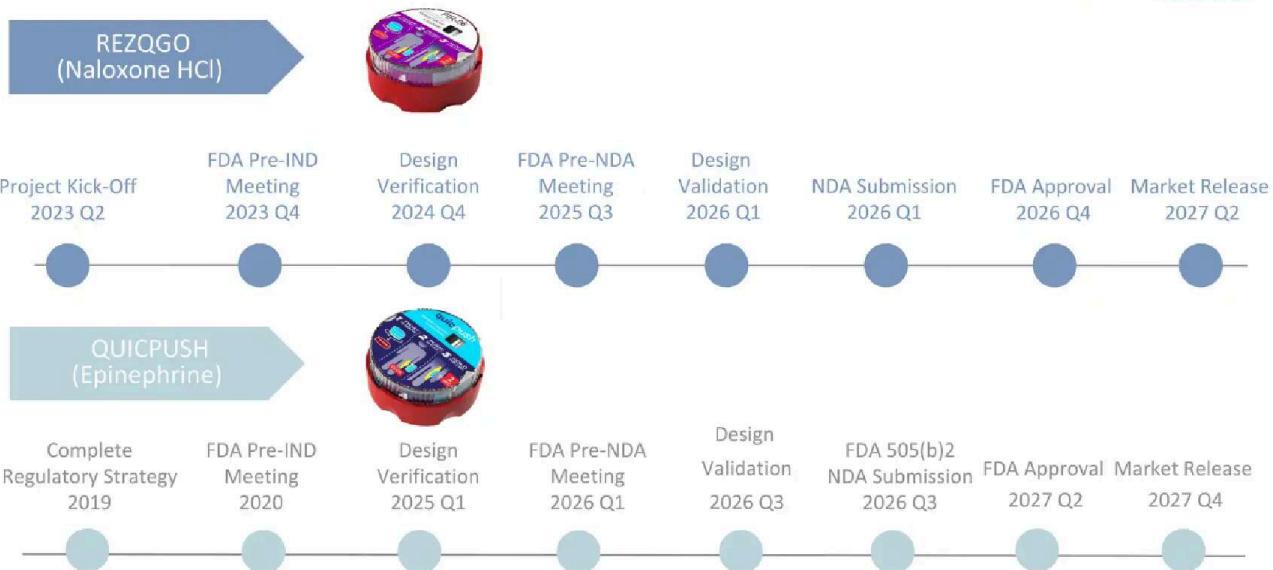
\$3M

Pirouette is currently seeking a  
\$3M follow-on Phase 2 Award.

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# Timeline for Commercialization



*Forward-looking projections cannot be guaranteed.*

