



# North Dakota House Appropriations Hearing

MARCH 3, 2023

To provide simple, sophisticated respiratory solutions for post-ICU and home environments, eliminating unnecessary cost and complexity.



# Who is CorVent Medical?

- Medical device company headquartered in Fargo North Dakota
- Experienced Executive Team
  - *CEO, Richard S, Walsh- 30+ Years Start-Up Medical Device experience*
  - *CFO, Travis Murphy, CPA- 40+ Years Medical Device experience*
  - *CTO, John O'Mahony- 30+ Years Medical Device experience*
  - *CMO, Maureen Shaffer- 30+ Years Medical Device experience*
- Award Winning design- Multiple Med Device Innovation Awards
- Proven track record
  - Designed an ICU grade Ventilator for the Covid-19 Pandemic
  - Received global regulatory footprint with FDA EUA and CE Mark
  - Commercialized in USA and Europe
  - Multiple patent applications and continued IP generation

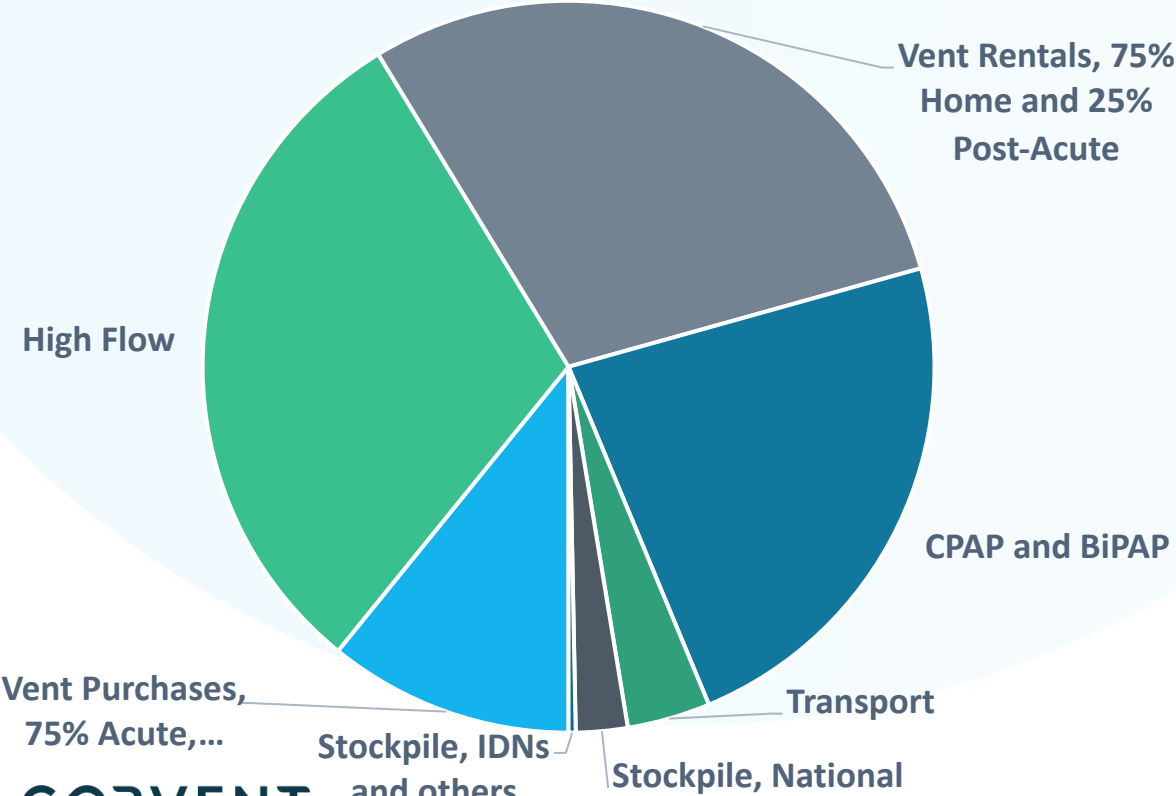


# TOTAL AVAILABLE MARKET EXCEEDS \$12B – CAPTURE \$200M+ BY END 2027

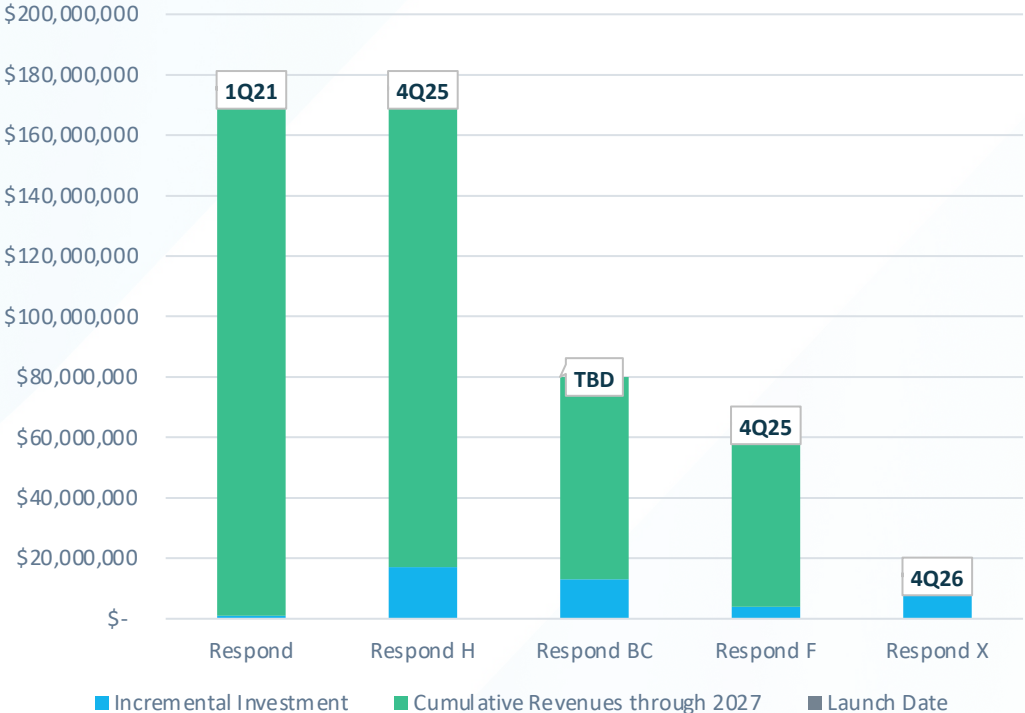
*Approaching 2% market share in 2027 with CAGR of 8.4%*

The post-ICU market is 74% of the overall market, or more than \$9.0B globally in 2022. In other words, the post-ICU market is triple the size of the acute ICU market.

TAM 2022  
(Revenue) (USD), \$12.2 Billion



Cumulative Estimated Revenues vs. Investment by Product on December 31, 2027



# Ventilator Comparisons

## RESPOND (EUA)

- Released Dec 2020 for both immediate ICU deployment and stockpile options
- Follows NIH recommendations for emergency preparedness



## RESPOND (510K)

- To be FDA cleared in early 2023
- Utilized BioND funds to help develop novel technology
- Designed and to be manufactured in North Dakota
- One of the very few US designed and manufactured Medical Ventilators



# Partnering with North Dakota

- Hired 7 NDSU Interns 2022, 1 hired, 1 committed and 2 expecting to join after graduation. (1 Phd and 1 Undergrad)
- Partnering with the engineering department at UND for both Undergraduate and Post Doc students
- Moving the executive team to Fargo in 2022-2023
- Moved 1 engineer from TX, relocating 2 from California
- Hiring a senior engineer as a COO and moving to Fargo
- Moved key company infrastructure to Fargo in 2023 (Accounting, Insurance, IT)
- Incorporated sister company in Fargo Jan 2023- (Tailwind Med-Tech)
- Helping to build a life-science eco-system in North Dakota



# Product Roadmap

- ***Hospital to Home***
- ***Transport Ventilation***
- ***Sleep Medicine***



# Warehousing and manufacturing move to ND 2023

- Interviewing COO candidates to relocate to and set up warehousing and manufacturing in Fargo
- Locating 15,000 feet of commercial space
- Working with local commercial realtors and developers
- Expect to complete the California to Fargo transition by 4Q 2023
- 100+ high paying jobs for North Dakota in 36 months!



# Med-Device Opportunity for North Dakota

- Minnesota has 8 Billion in Med Device Transactions annually
- 3 Hours south of Fargo
- The talent pool of engineers leave ND every year and they head south on highway 94
- The trend is evident that Americans are seeking core values in states that offer safety and quality of life
- The Bio Science Association of North Dakota helped us transition to North Dakota and feel welcomed!



**TOGETHER, MAKING CORVENT MEDICAL**  
*LEGENDARY*