

# 3 Whys: AVACEN Medical

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### Why?

- Up to 40% of people suffer from chronic pain in the U.S. with up to a 70% greater mortality risk
- 143M opioid prescriptions written in 2020 in U.S., with risk of addiction, side effects and over 100,000 deaths/year
- Compromised microcirculation associated with at least 45 different health conditions

### Why Now?

- Only 23% of patients found opioids effective for chronic pain
- 88.5% of chronic pain sufferers not satisfied using drugs for treatment
- 78% of chronic pain sufferers preferred nondrug options

### Why AVACEN Medical?

- Founded in 2009
- Leader in noninvasive, drug-free, over-the-counter thermotherapy devices for pain management / improved microcirculation and noninvasive cardiac / stress diagnostics
- FDA Cleared, Class II products
- Over 10,000 devices sold and 25M+ treatments to date
- Proven clinical benefits
  - Nursing Home Study (n=85): 95% of patients pain reduced or eliminated, 26% of patients medication reduced or eliminated, 18% of patients mobility increased
- Potential 50% out of pocket pain medication reduction (\$5,000 - \$7,000/year to \$2,500 - \$3,500/year); \$5.50 - \$7.70 / day as cost of waiting for HOME unit
- Award-winning technology
  - Pain Management Technology Manufacturer of the Year 2023 – USA (Innovation in Business)
  - Inc. 5000 Fastest Growing Companies (2020-2023) and Top 50 Health Product Company 2023 (Inc. 5000)
  - Patient-Centric Pain Relief Breakthrough Technology of the Year 2022 (Global Health & Pharma Magazine)
  - Top 10 Pain Management Device Company 2022 (MedTech Outlook)
  - State of California Innovation Awards 2022 (AVACEN Medical, Thomas Muehlbauer)
  - Frost & Sullivan New Product Innovation Award (2017)
  - San Diego World Trade Center Award (2016)
  - 17 domestic / international patents

