GLOBAL COST ANALYSIS

ExsoMed INnate™ versus Typical Solutions*

FACILITY COST OF O.R.

$100
per
MINUTE

AVERAGE O.R. SAVINGS WITH INNATE

$3000

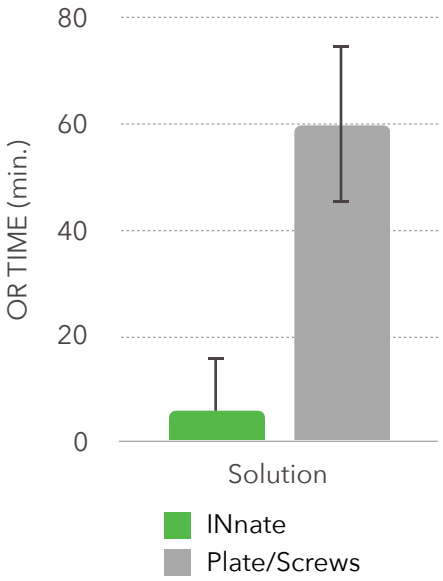
INNATE DEVICE COST

40%
less on average than **plate & screw**

POTENTIAL PROCEDURES PER DAY

3x
more with **INnate**

Average Procedure Time

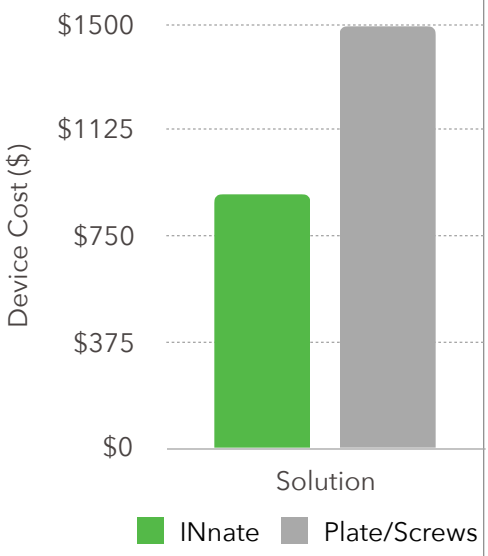


In the Operating Room

An implantation of the INnate metacarpal fixation device can be done in as little as **6 minutes**. Typical "open" plate and screw solutions could require 45 to 75 minutes. Assuming a 60 minute procedure, and considering only the cost of O.R. time, INnate procedures **save $3000**.

Given the limited time it can take to implant an INnate, facilities will gain greater use of their Operating Rooms, allowing surgeons and facilities to service more patients and perform more procedures every day.

Typical Implant Costs



The INnate implant is also delivered in single-use disposable packaging, requiring **no sterilization procedure**, further limiting time and expense, with the goal of supporting all stakeholders in an environment of continued downward cost pressures.

ExsoMed
Minimally Invasive Extremity Solutions

*Data presented are estimates and averages based upon collected INnate case data to date, collected comparative data for other fixation solutions and published studies. This material and/or example(s) is provided for illustration and/or guidance purposes only and should not be construed as a guarantee of future results or a substitution for legal advice and/or medical advice from a healthcare provider. ExsoMed does not practice medicine and assumes no responsibility for the administration of patient care.

AFTER SURGERY

Follow-up Procedures

Unlike K-Wires or Bouquet pins which must be removed, the INnate device is designed for permanent implantation and does not require removal when used to treat metacarpal fractures.

Plate and Screw procedures may require an additional surgery to explant the devices due to **tendon irritation or other soft tissue complications**. Other solutions may also have a transcutaneous element, which can provide an **increased risk of infection** or further complication, leading to the potential for additional costs.

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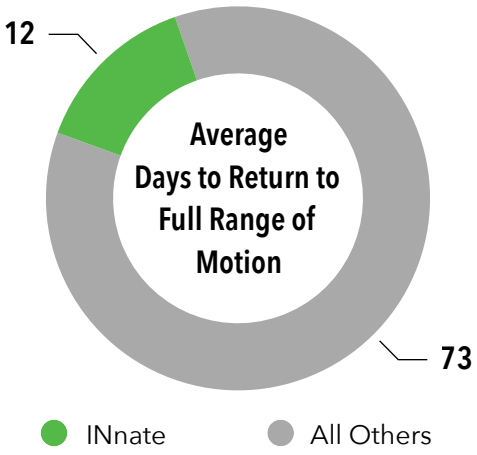
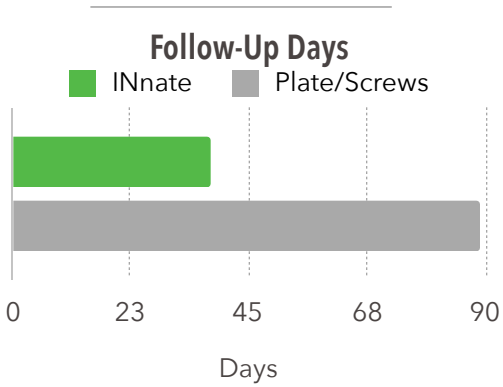
number of secondary procedures required with INnate



Most metacarpal fixation solutions require immobilization because of fracture instability and pain. With INnate, **no immobilization** may be required and an early return to activity is encouraged, reducing costs associated with continued care and lost time at work. Ongoing case data suggests that INnate patients typically have a **significant reduction in the use of pain medication**, and return to full range of motion in **less than 2 weeks**. Other solutions may require up to 6 weeks of immobilization, followed by an equal amount of physical therapy to return strength and range of motion. For the surgeon, this means continued follow-up visits with the patient and the associated time, labor and hard costs of those. When a patient visit is valued at at $75 - $100, and x-rays are needed at $50 each, an additional 2 to 3 months of follow-up visits places a burden on the surgeon, facility, patient and third-party payor.

INnate offers all stakeholders extensive value in cases of metacarpal fixation, from the time of surgery and throughout the global lifecycle of patient care.



SAVINGS IN REDUCED PHYSICAL THERAPY

$1200

vs. all other solutions

REDUCTION IN PAIN MEDICATION USAGE

50%

less than plate & screw