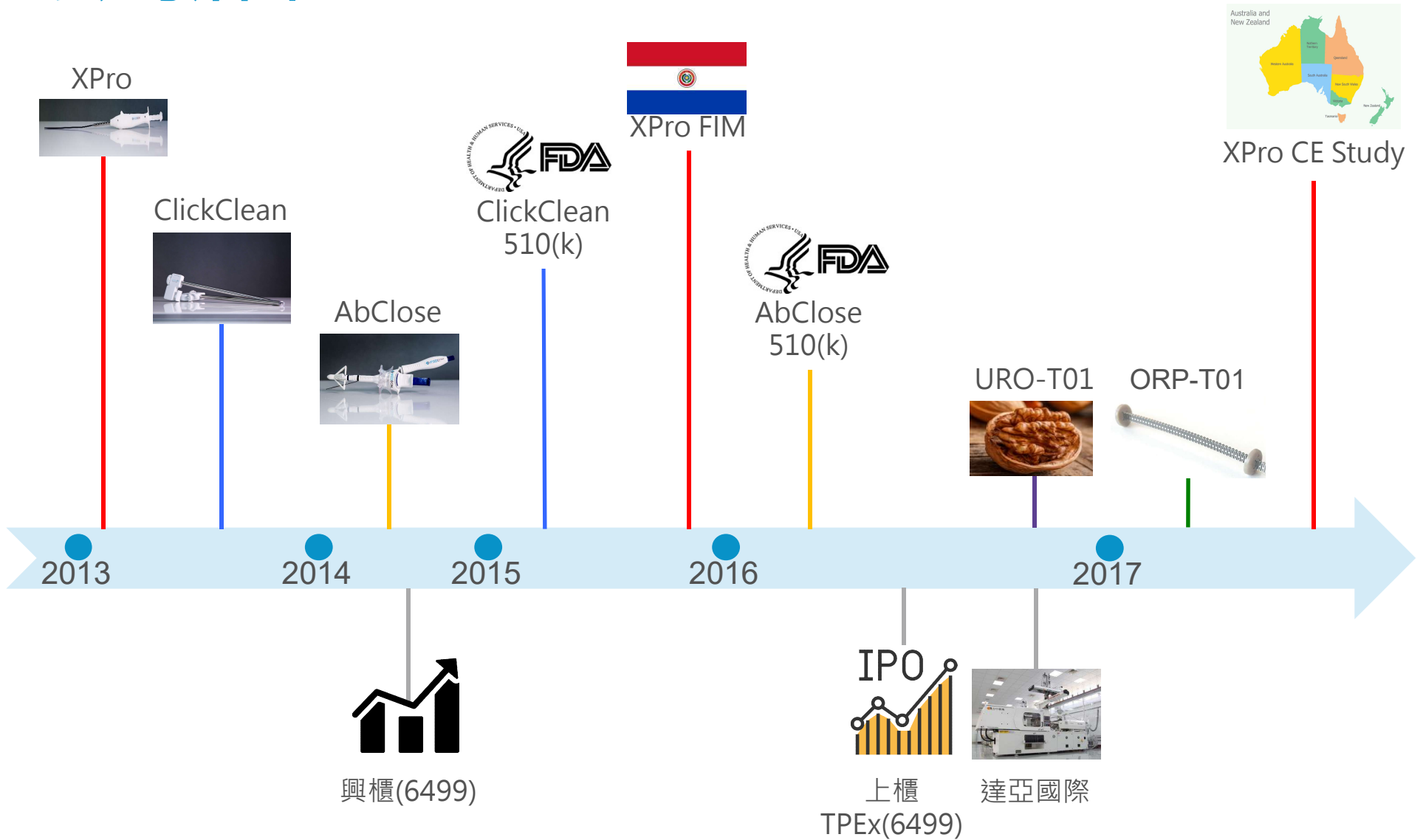




益安生醫
法人說明會

2017.12

公司沿革

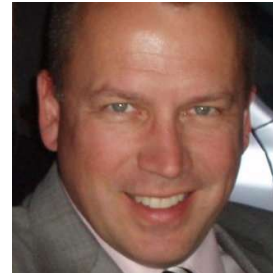


經營團隊



張有德 博士 董事長暨總經理

- The Vertical Group, Ensure Medical, Integrated Vascular System, Kyphon, Embol-X, Boston Scientific, CVIS
- Materials Science, Univ. of Utah



Bill Aldrich

美國子公司 企業發展部 副總

- EndoShape, EndoVx, Integrated Vascular System, CardioThoracic Systems, Cartesian Data, CVIS
- Mechanical Engineering, Univ. of California Polytechnic State



鄭淑玲 博士 營運長暨副總

- OncoHealth, NeoDiagnostic Labs, Accelsiors, Thermo/Fisher Scientific, DiscoverX
- Plant Pathology, Univ. of UIUC



K. T. VENKATESWARA-RAO 博士

美國子公司 營運長暨副總

- Northwind Medical, TriReme Medical, Nellix Endovascular, J&J-Cordis, Guidant
- Materials Science and Engineering, Univ. of UC Berkeley



黃惠靖 女士 財務暨管理部 副總

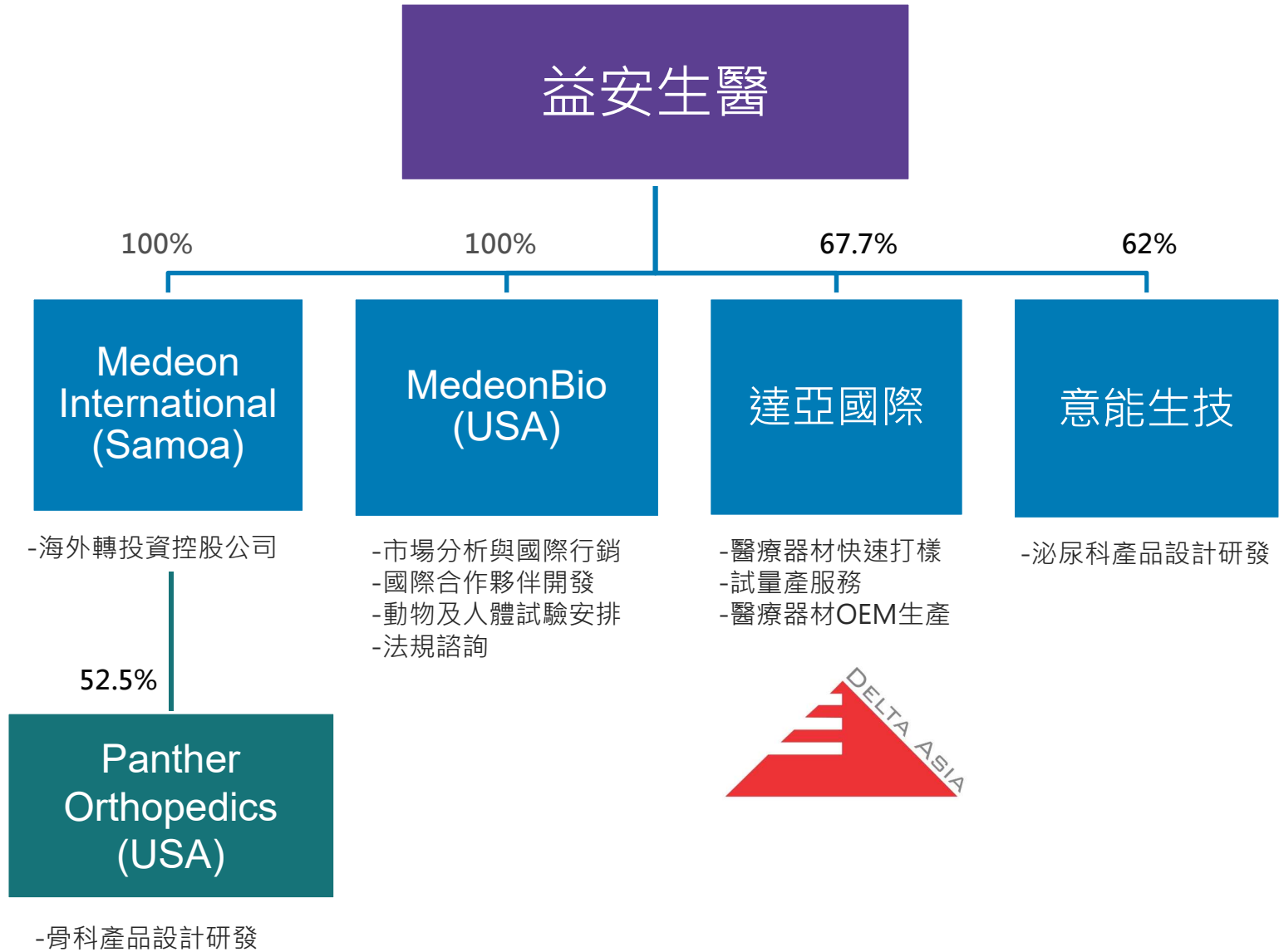
- XinChen Ventures、Nokia Taiwan、Yuanta、PwC
- Accounting, Univ. of Soochow



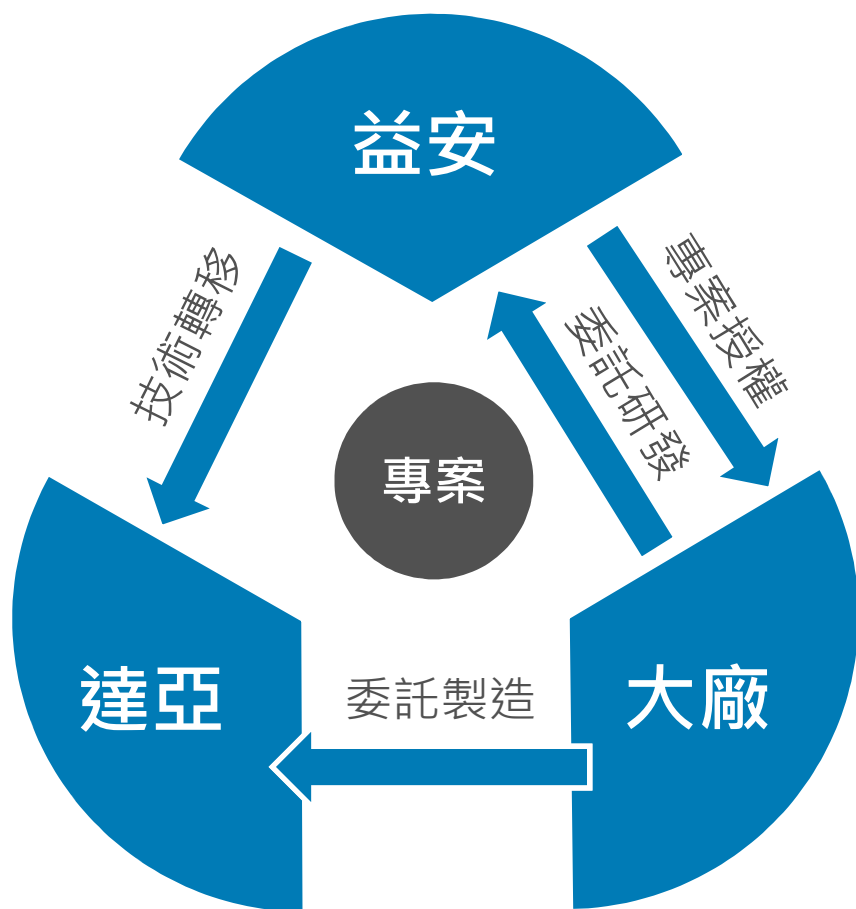
陳怡如 博士 企業發展部 副總

- ID Innovation、Hotung VC
- Biochemistry, Univ. of Oxford

集團架構



集團發展策略



原生創意及發明



策略投資併購

穩定獲利



商業模式

益安生醫

選題及
研發能力

CMO/CRO

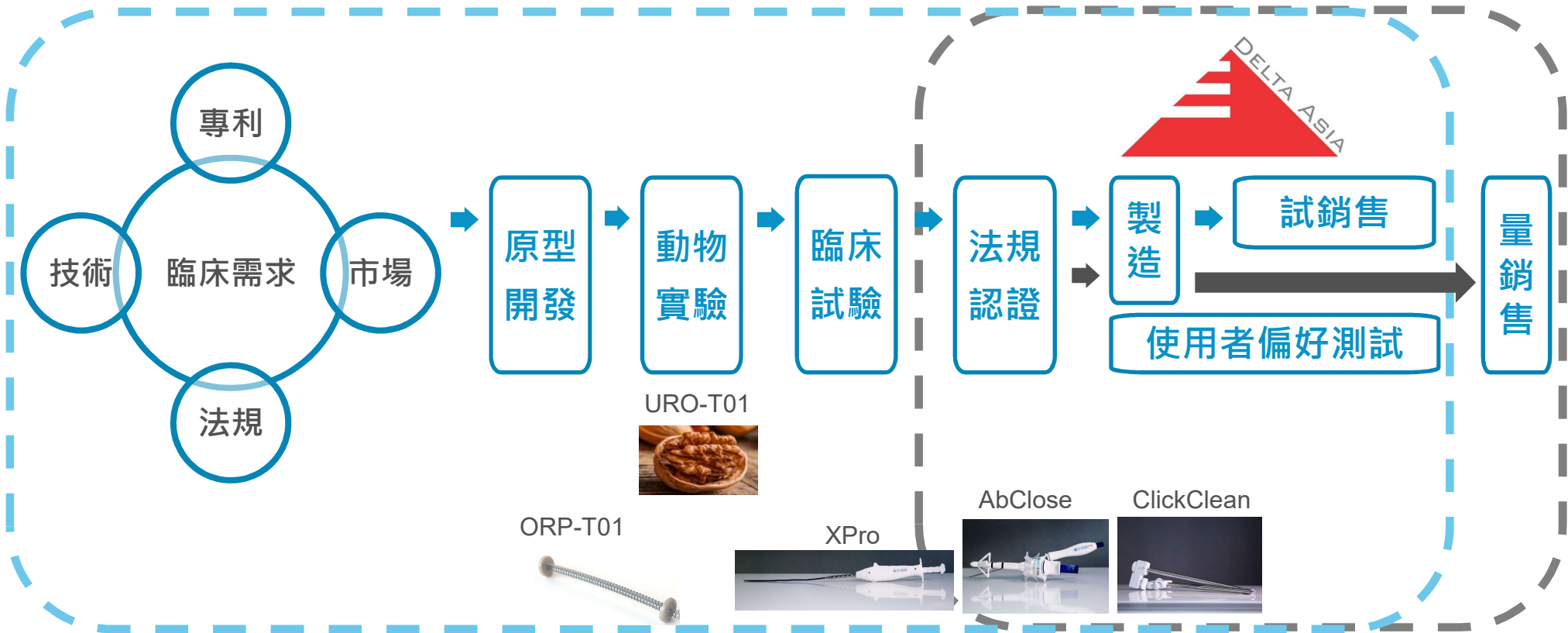
醫界意見
領袖

優質
供應鏈



國際醫
材大廠

- 法規
- 保險給付
- 通路



大口徑心導管術後止血裝置 (XPro)

大口徑心導管術後止血裝置(XPro)

Unmet Medical Needs

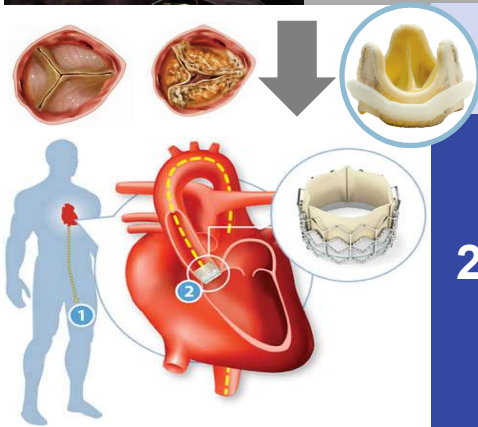


鼠蹊部切開術傷口較大，
術後復原期長
經皮手術，止血難度高

Product Advantage

醫師直覺式操作，穩定縫合
單支器材，立即止血
創口小，病人恢復期短

Development Progress



2017.06 啟動歐盟查驗登記人體臨床試驗

2015.11於巴拉圭完成10例首次人體臨床試驗(First-In-Man Studies)

4(歐盟、美、澳、中國)獲證專利 / 31 全球專利審查中



腹腔鏡手術縫合器材 (AbClose)

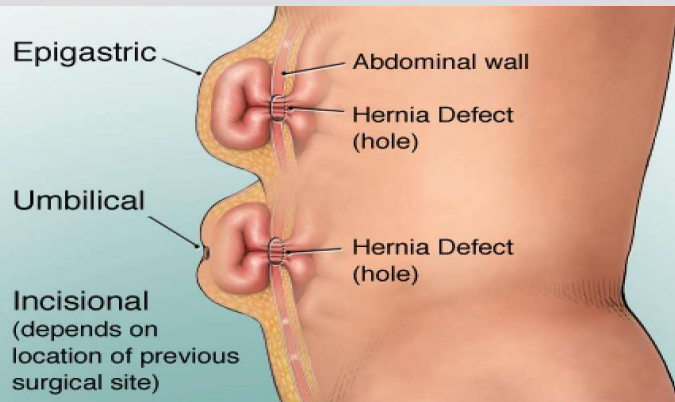
腹腔鏡手術縫合器材 (AbClose)

Unmet Medical Needs

肥胖病人創口縫合不易
縫合不全易產生疝氣
疝氣修復手術耗時費力

Product Advantage

直覺式操作介面
自動抓線機制設計
縫合時穩定不易旋轉



Development Progress

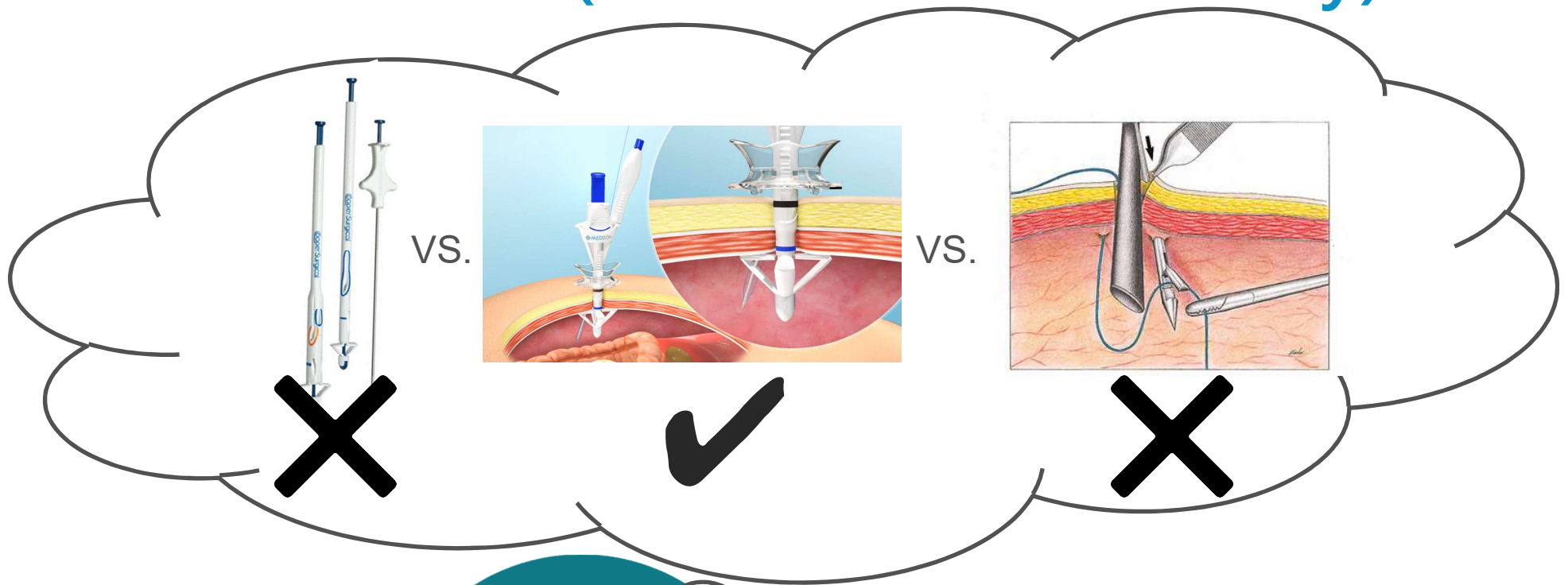
試量產驗證中

2016.9 510(k) 證號:K160117

1 美國獲證專利 / 15 全球專利審查



使用者偏好測試(User Preference Study)



腹腔鏡影像清晰器材 (ClickClean)

腹腔鏡影像清晰器材 (ClickClean)

Unmet Medical Needs

Dirty Lens

重複取出清洗
手術中斷、時間延長
增加手術風險



Product Advantage

原位清潔
即時恢復清晰影像
組裝迅速，操作簡單

Clean Lens



Development Progress

開發生產全系列規格

2015.8 510(k) 證號:K151117

2016.4 Special 510(k) 證號:K160172

2017.2 Special 510(k) 證號:K170103

2 美國獲證專利 / 13 全球專利審查中

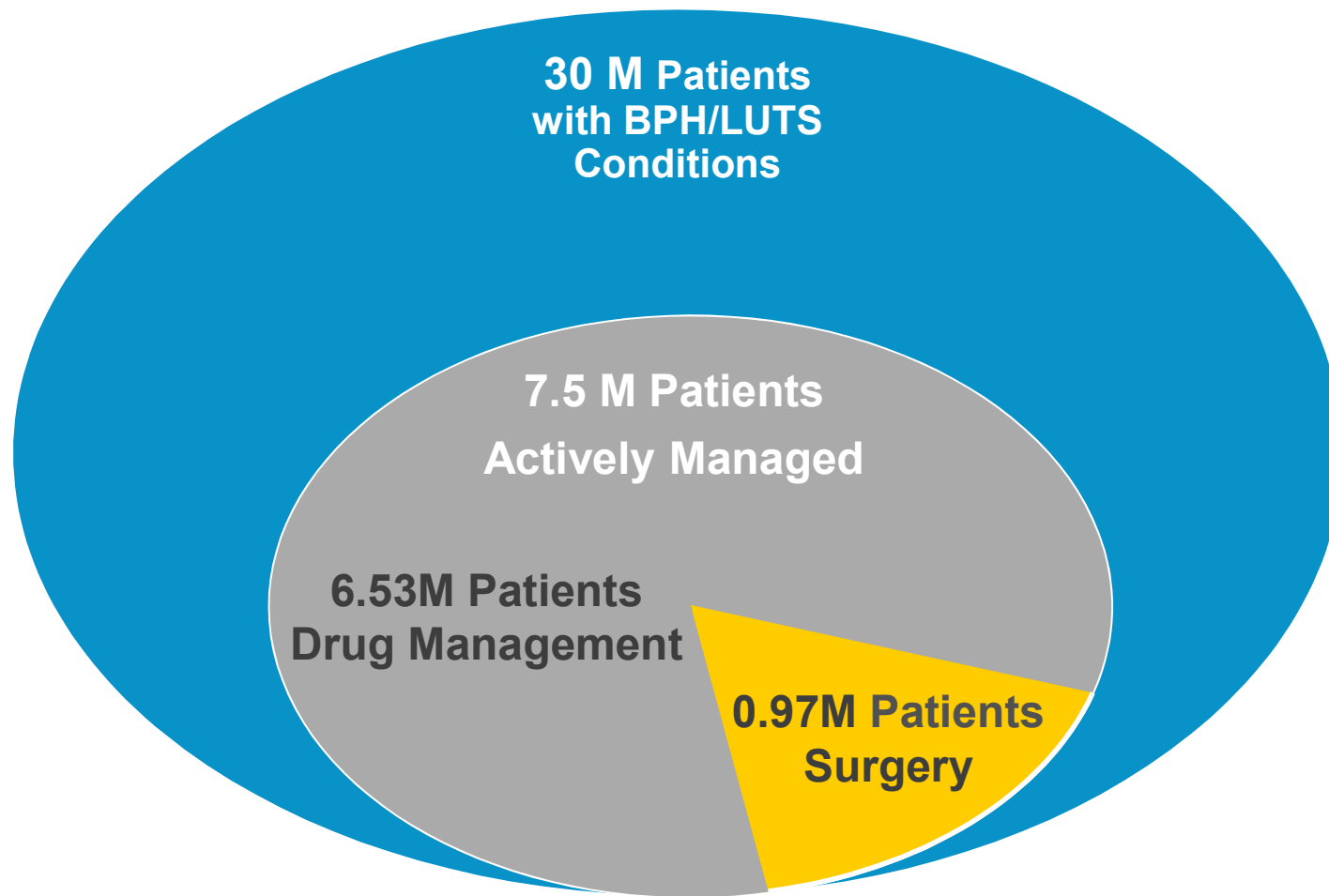




治療因良性攝護腺肥大所致下泌尿道症狀之微創醫材(URO-T01)



全球良性攝護腺肥大市場(2015Y)



Source:

Medtech Insight | U.S. Minimally Invasive Benign Prostatic Hyperplasia (BPH) Therapy Systems Market | 2011 Analysis | Forecasts through 2015

Medtech Insight, Medical Market and Technology Reports | U.S. Markets For Minimally Invasive Benign Prostatic Hyperplasia and Prostatitis Therapies | December 2015

治療因良性攝護腺肥大所致下泌尿道症狀之微創醫材(URO-T01)

Unmet Medical Needs

阻塞尿道影響生活品質
藥物治療副作用大且效果不一
手術治療不可逆且有多種併發症

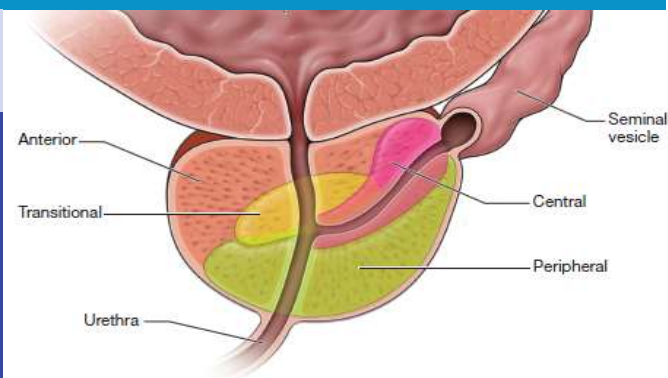
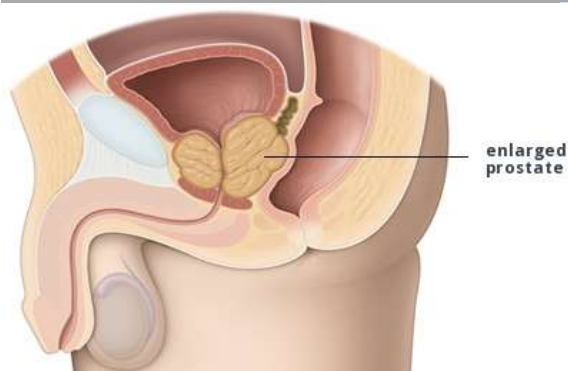
Product Advantage

簡易安全手術
縮短病人恢復期
改善下泌尿道症狀，降低併發症發生率



Development Progress

產品原型開發測試
完成多次動物實驗
3 全球專利審查中



Teleflex to pay \$1.1B for NeoTract

SEPTEMBER 5, 2017 BY BRAD PERRIELLO — [LEAVE A COMMENT](#)



Teleflex (NYSE:TFX) said today that it agreed to put up \$1.1 billion to acquire NeoTract and its UroLift prostate treatment.

The deal calls for an up-front cash payment of \$725 million, plus another \$375 million in milestone payments pegged to sales numbers through 2020, Wayne, Pa.-based Teleflex said. The deal is expected to close within 30 days.

The UroLift system for benign prostate hyperplasia uses tiny devices that are inserted into the urethra in a minimally invasive procedure to reopen the lower urinary tract by pushing aside tissue from the enlarged prostate. NeoTract put up sales of roughly \$51 million last year, up 178% over 2015, and is expected to post sales of \$115 million to \$120 million this year.

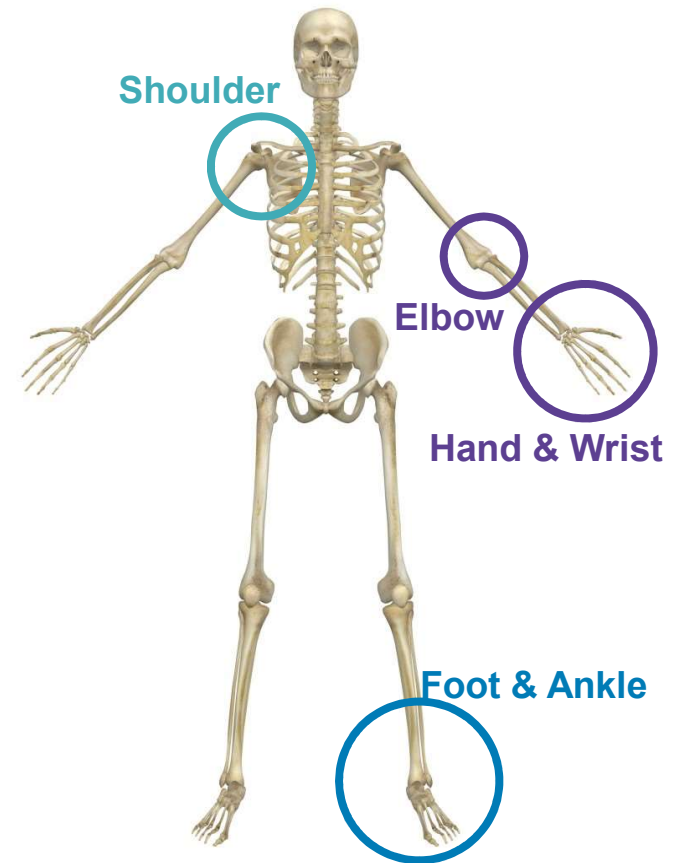
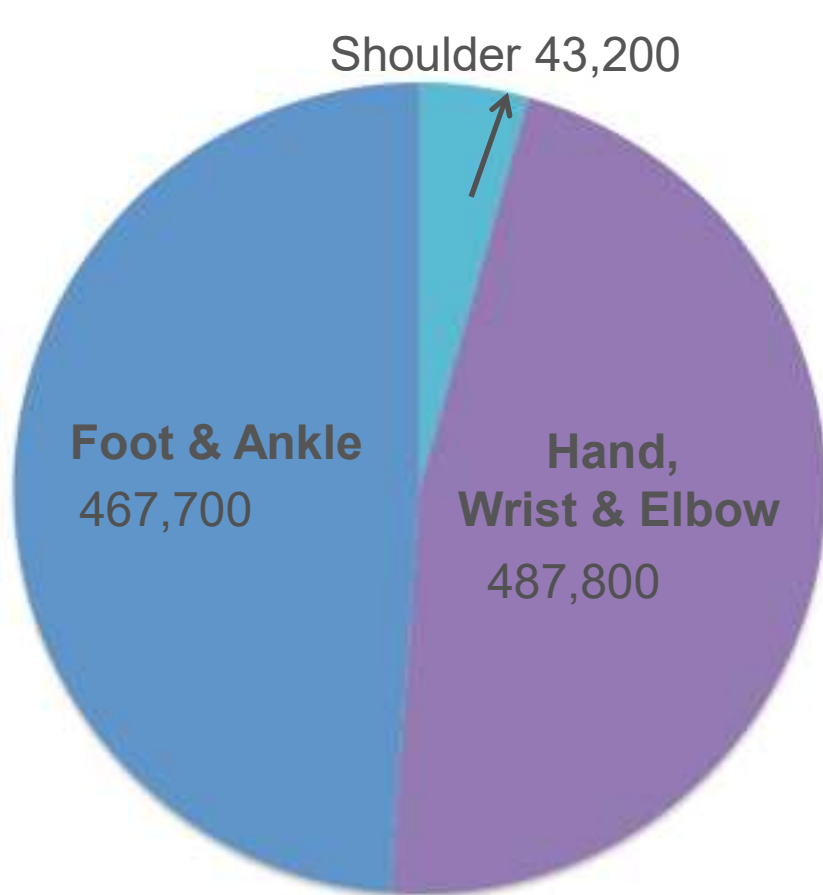


骨科四肢創傷內固定功能之創新解決方案 (ORP-T01)



美國四肢創傷及骨科內固定醫材市場(2016Y)

Estimated 998,700 procedures in US Market, CAGR = 3~4% (2014-2024)



Unit : Procedures

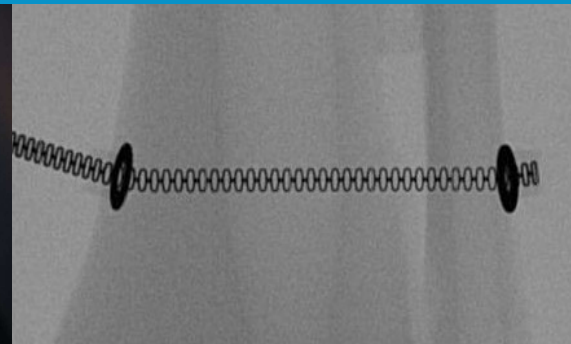
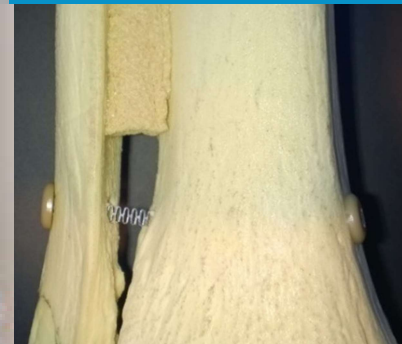
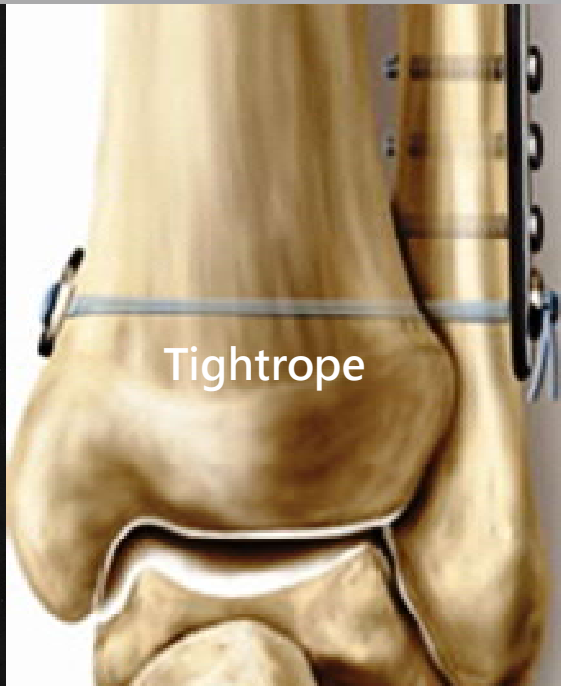
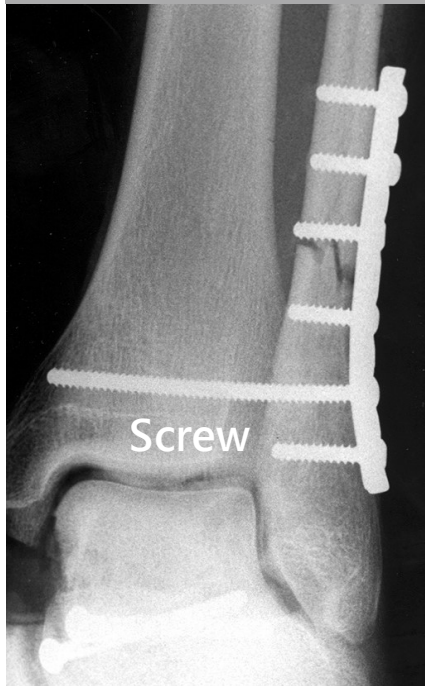
骨科四肢創傷內固定功能之創新解決方案

Unmet Medical Needs

手術後無法自然活動

螺絲位移、斷裂風險

二次手術取出植入物之機率 51.9%



Product Advantage

穩定且持續之固定

關節修復後可自然活動

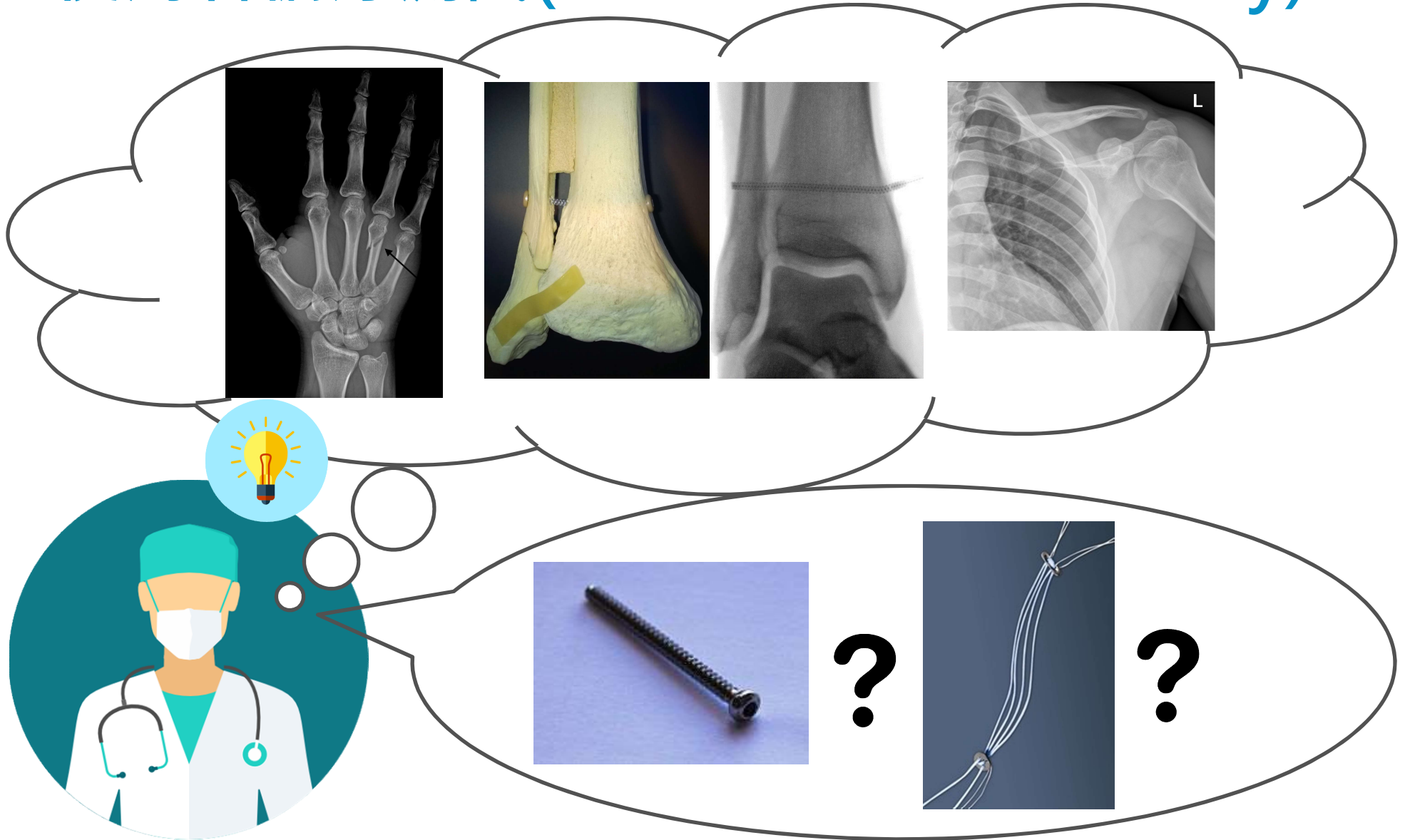
無須二次手術取出植入物

Development Progress

美國 FDA 510(k) 申請中

13 全球專利審查中

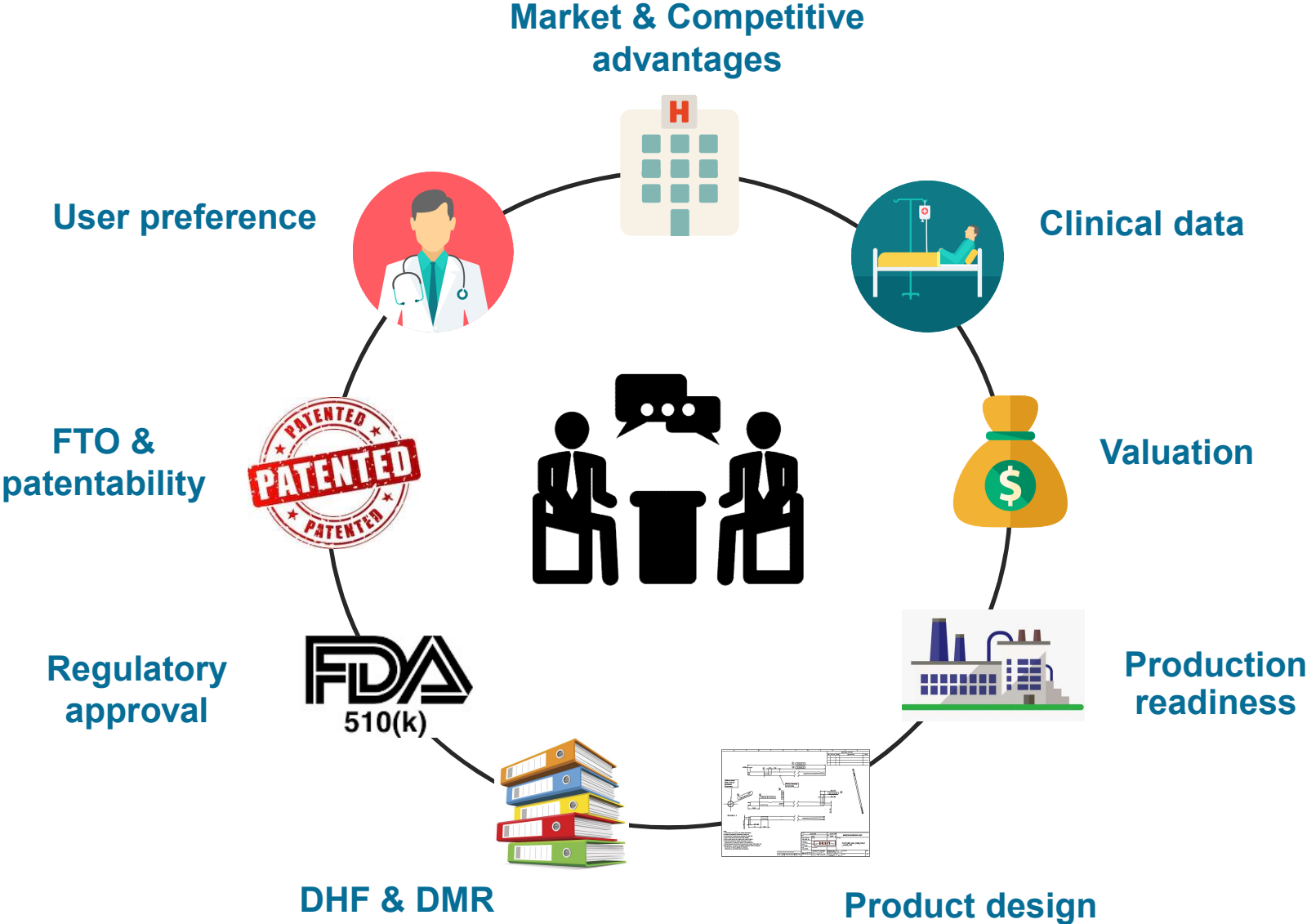
使用者偏好測試(User Preference Study)



Out License Process



授權洽談



謝謝！