



CARTIMAGE MEDICAL

One line pitch:

Augmented Arthroscopy for Enhanced Cartilage Repair.

Market Analysis:

Out of a global market of \$50B for minimally-invasive surgery, Cartimage targets the market of arthroscopy, valued at \$4.6B for 2015 (source: Karl Storz GmbH, 2014), with a growth rate above 3%. 6 million arthroscopies are performed worldwide each year, out of which 4 million are knee arthroscopies (including 180 000 in France and 550 000 in Germany in 2013). Most arthroscopies are performed in private clinics. Once the main product is ready for sale in orthopaedic clinics, the technology will be re-used to create derivative products in other medical domains, including for example lung surgery or equine veterinary care.

Business Proposition:

Cartimage's technology is based on intra-articular ultrasound, 3D navigation, and data fusion. Its flagship product, called ChondroSight, will answer the needs for enhanced intra-operative imaging in minimally-invasive surgery in general, and arthroscopy (with cartilage repair) in particular. ChondroSight includes an ultrasound machine, a 3D navigation station, and 'smart' probes. Surgeon-friendly, this medical device will greatly enhance intra-operative imaging, by allowing in-depth exploration of cartilage, bone and ligaments, and bio-mechanical measurements to assess the quality of the tissues (roughness, stiffness, water content and collagen alignment). It will include a database for assisting diagnosis and patient information.

Competitive Advantage:

ChondroSight is the only intra-operative imaging device able to provide the surgeon with depth exploration and biomechanical assessment of cartilage and bone, during arthroscopy. With automated calibration and a simple, user-friendly interface, it integrates smoothly with existing arthroscopic setups to provide "augmented reality" and enhanced cartilage analysis, without the need for a radiologists' expertise. A surgeon is therefore autonomous with this device, which will also automatically generate post-operative reports, both for keeping tracks of interventions and to help inform the patient. Digital reports and clinical data can be used to keep track of the patient's evolution and to personalize therapies.

Investment Attractiveness:

Recent MedTech successes include Endocontrol's €4 million round, or BlueOrtho being sold to Exactech for an estimated \$10 million. A likely way out for Cartimage is a sale to a big player in the surgical instruments industry (for example : Smith&Nephew, Karl Storz Endoskope, or BBraun-Aesculap). Such a sale would happen 8 to 10 years from now.

IP Situation:

Cartimage has an exclusive licence from Université Joseph Fourier for the patent at the heart of this technology. New patents are being submitted, which will be added to this licence. Afterwards, Cartimage will develop its own patents.



Cartimage

COMPANY PROFILE

- **Website:**
www.cartimage.eu
- **Activity:** MedTech
- **Contact:**
Vettier Benoit
benoit.vettier@cartimage.eu
- **Location:**
5 avenue du Grand Sablon
38700 La Tronche
France
- **Founded in:** 13/10/2014
- **Employees:** 3
- **Management:**
Vettier Benoit
CEO
De Boysson Yann
Business Development
- **Financial information (€):**
 - **Company stage:**
Startup
 - **Capital raised to date:**
 - **Monthly burn rate:**
 - **Capital seeking and date:**
800 000 € in 2016
- **Investors:**
- **Referred by:**
MEDIC@LPS