**
One Line Summary:** We solve the biggest issues in laparoscopic surgery, eliminating hassles, waste & risks by creating the first single-use, fog-free, articulating laparoscope.

**Business Summary:** We are incredible stewards of capital, with a very lean structure comprised mostly of fractional experts.

**Management:** Veteran industry co-leaders with COO Tony Watson and CEO Charles DeCoster. Tony has been in over 5,000 laparoscopic procedures and Charles led enterprise strategy and investor relations for Stryker, the largest player in laparoscopic visualization.

**Customer Problem:** Laparoscopic visualization technology has largely gone unchanged since its inception in the late 1980s. They deal with unnecessary inconsistent visualization, workflow complexity, safety risks, enormous capital costs and excessive waste. We address all of these issues.

**Product/Services:** Our single-use laparoscope addresses all major visualization challenges – fog, smoke/steam, degraded components, seeing around structures. Massively simplifies workflow by being new every time and not needing to be cleaned. Eliminate unnecessary laparoscope origin patient risks – fires, arc injury deaths and cross-contamination.Our AppleTV sized image optimizer replaces majority of ridiculous 80s tape deck stack of current capital.

**Target Market:** Xenocor will initially be focused on large academic medical centers in the US, however ~80% of the globe still does not have laparoscopic surgery despite being the standard of care. Additionally, ambulatory and rural surgery centers represent a meaningful opportunity.

Currently, there are 4.5M annual laparoscopic procedures performed in the U.S.

**Customers:** Surgeons in multiple specialties: General 28%, Bariatric 20%, GYN 20%, Thoracic 20%, Other 12%. Administrators, particularly in leadership and supply chain.

**Sales/Marketing Strategy:** We are attacking the market with a "Seal Team" of highly experienced direct sales leaders (4+). We have pre-orders and POs in multiple centers and will launch our first human-use units in Q1, 23'.

**Business model:** Commercially, a focused initial launch to control quality, feedback loops and to generate deep relationships and steady ordering patterns.

Operationally, we have a clear path to cut COGS by 50%+ and scale up to demand.

Financially, we will continue to be efficient - 4 FDA clearances and 4 patents with only $7M spent.

**Competitors:** Stryker, Olympus, Karl Storz, Richard Wolf. None of them have a single-use laparoscope.

|  |  |  |  |
| --- | --- | --- | --- |
| Financials\* | 2023 | 2024 | 2025 |
| Revenue | 5,000 | 23,000 | 61,000 |
| Expenditure | 6,000 | 19,000 | 39,000 |
| Net | (700) | 3,000 | 23,000 |

\*In Thousands (000) in USD

**Company Profile:**URL: <https://xenocor.com/>

Industry: Medical Device

Employees: 4 Full Time

 **Contact:**

Charles DeCoster IV

Charles@xenocor.com

435-680-9782 **Financial Information:**

**Previous Capital:** $8.2M total

**Founders Investment:** $495,000

**Monthly burn Rate**: $120,000

**Pre Money valuation:** $25M **Management:**

Charles DeCoster IV – CEO

Tony Watson – COO

AJ Dorff – North AVP

Christian Kirschner – East AVP
 **Board:**

Dinesh Patel, PhD – Chairman

Shawn Fojtik

Mark Foster
Jim Hogan

George Baran

 **Investors:**

Barvest Ventures (FO of Trudell Medical)

University of Utah

Friends and Family

**Referred By:**

Dinesh Patel, PhD

Founder of successful biotech companies including: TheraTech, Ashni Naturaceuticals and Salus Therapeutics