

## First to market mechanical medical device for home dialysis

Novel patient assist device for a chronic patient population in dialysis, solving the most problematic therapy step: a manual connection of tubings.

Each day, **more than 1 million such connections** are performed worldwide, exposing dialysis patients to the risk of infections and incurring costs to healthcare systems.

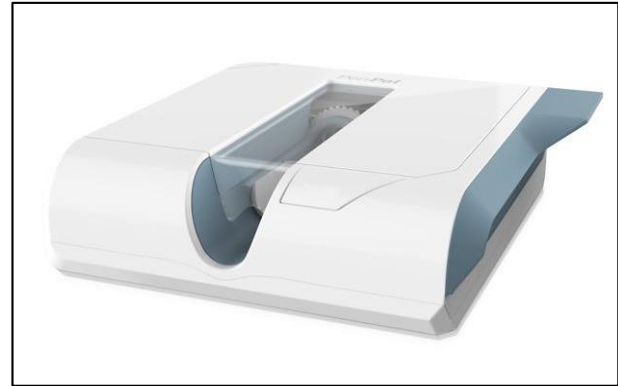
If such a connection can be **performed by a mechanical assist patient aid** more patients can receive their therapy in a home setting as opposed to the hospital, resulting in considerable **healthcare cost reductions** worldwide.

Said chronic patient population is **growing at 2-4%** annually, driven by age, diabetes, and hypertension.

The company is founded by individuals from **the ETH and the medtech industry** developing medical devices to facilitate dialysis treatment. It is owned by three founders who own the intellectual property rights (patent pending) to a technology platform. The founders have developed and delivered feasibility proof with a prototype.

Currently, engineering and design work is undertaken to advance the prototype to production readiness. Human factor studies are planned and university partners are on board.

**Prototype:** The device is used daily, it is easy to clean and disinfect, simplifies the therapy process and runs as many steps as possible in a secluded, covered area, preventing touch contamination by the patient. It is used in combination with a sterile consumable 1-5x per day.



It has the advantages to

- 1) **Simplify therapy process:** The therapy process can be streamlined.
- 2) **Increase in access to therapy:** The device can broaden the patient base eligible for peritoneal dialysis
- 3) **Shorten patient training times:** Because several previously manual therapy steps are concentrated within the device, training times for patients should be shorter.
- 4) **Reduce peritonitis infection rate (only post-launch!):** The most critical steps is performed in a standardized, controlled manner within the device.
- 5) **Enable assisted home therapy:** The Peripal device is an important because it makes assisted peritoneal dialysis financially more viable.

There is an unmet need for such a device. Preliminary market research indicates that doctors would prescribe such a patient aid to 15%-30% of their patients, 300'000 globally.

Major sales drivers are device adoption, number of devices used by one patient in a year, sales price (might differ by geography), geographic footprint, and reimbursement.

The CEO and founder has over 15 years of management experience in the medical devices market and a valuable international network within the dialysis community.

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