

## Our Company

Epic Airway Systems, Inc. is an early-stage medical device company that has created a new, patented airway treatment that will be an evolution in patient care and does not require clinical trials to get to market

## The Challenge

Anesthesiologists, paramedics & emergency medicine physicians provide emergency and elective airway treatments to more than **50MM patients** globally, maintaining breathing during emergencies or sedation during surgery.

*Despite their frequency, these procedures are difficult to perform and are high-risk. Patient complications including cardiac events, dental injury and even death are common, adding **billions of dollars** annually to the US healthcare system; while also placing healthcare providers at risk of infectious disease exposure.*



Photo: Inventor, Dr. S. Musuku testing the Epic Airway™



## Our Solution

The Epic Airway™ combines two existing technologies for airway treatment into a single solution making it easier to use than traditional devices, while also being safer for patients and healthcare providers, and more cost effective for the healthcare systems.

## The Competition

The airway market is mature and has many players (small, medium, large, multi-national) that offer a variety of solutions. The primary competitors are Inter-surgical, Teleflex, Ambu, Mercury Medical, Cook Medical, and Smiths Medical. While there are various devices offered on the market, **all require clinicians to make ease of use, airway security, procedural efficiency and patient/provider safety trade-offs.**

## The Market Opportunity

The 2022 US airway market was estimated to be **\$869M**, growing at a **CAGR of 8%**. Our initial launch will target, US adult specialty surgeries, representing roughly **1.1 MM** cases per year at a market size of **\$40MM**. Growth into all US adult peri-operative surgeries [**3.4MM cases/\$120MM**] is planned.

With procedures easier and safer to perform by lesser trained clinicians, growth of airway treatments in non-traditional environments is expected.

## Milestones



## Our Competitive Advantage

Recognized as leaders in Anesthesia, we are doctors developing products for doctors committed to improving patient care. With the Epic Airway protected by **(6)** design and utility patents in US and Europe, **(1)** trademark and **(1)** Freedom to Operate (FTO), our we are well positioned to disrupt the airway management market, ushering in a new benchmark for standard of care.

## The Epic Team

Our team brings over 50 years of industry experience developing and bringing medical devices to market, including the navigation of Food and Drug Administration (FDA) governance. While the founders have over five decades of clinical practice in airway treatment across surgical, emergency, and paramedic medicine, our executive team has a balance of business know-how and medical experience.



**Sridhar Musuku, MD**

Dir. Cardiac Anesthesia, Albany Medical Center | Chief Medical Officer | Co-Founder  
Inventor | Founder



**Eric Moses, MD, MBA**



**Keith McKenna**

Chief Operating Officer

## Our Business Model

We design and develop next generation airway management devices for healthcare providers in pre-hospital, emergency, and perioperative markets. With contracts in place, our industry recognized manufacturing, engineering and regulatory partners are accelerating our path to commercialization. Leveraging a growing network of clinical "Friends of Epic", we have nationwide Key Opinion Leaders committed to early product adoption, providing the clinical exposure needed to support a year-two "B2B" and year-three and beyond distributor/GPO sales and distribution channel strategy.

## The Financials

(1000's)	2023	2024	2025	2026	2027	2028	2029	2030
Units Sold	0	0	.5	9.2	43.9	89.7	165.8	291.3
Gross Revenue	0	0	0	\$1,184	\$5,838	\$12,280	\$23,367	\$42,296
EBITDA	(\$242)	(\$1,456)	(\$1,256)	(\$668)	\$728	\$4,527	\$10,282	\$20,592
Valuation (MM's)	\$6.0	\$9.4	\$11.77	\$14.4	\$45.27	\$102.3	\$205.9	
Investment ROI	-	1.7X	1.85X	2.27X	7.45X	17.05X	34.32X	

## Our Funding

**Founders: \$350,000 | Raised: \$450,000 | Seeking: \$2MM**

We are raising **\$2 million** to finalize development, secure capital tooling, develop supply chains and obtain FDA clearance. Funding will last 18-24 months and allow us to achieve key program milestones.

### Company Profile

**Name:** Epic Airway Systems, Inc.  
**Incorporated:** June 2021, Delaware  
**Location:** Schenectady, NY  
**Industry:** Medical Device  
**Investment Round:** Pre-Seed

### Contact Info

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