#### Dalla startup all'impresa di famiglia.

Percorsi di crescita e di innovazione per tre settori industriali.



euron

Guard

On-site brain protection system

Milano, 12th July 2016

# **ACUTE BRAIN DAMAGE**

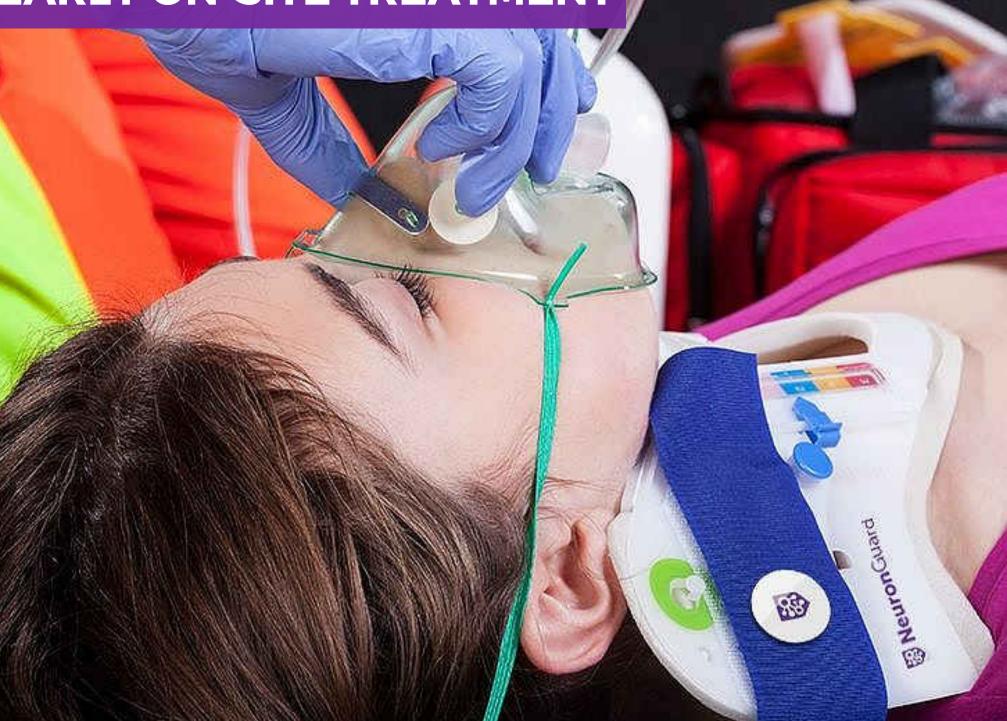
# #5 Million patients \$330 Billion

# HYPOTHERMIA



Current devices lack either the **portability** for emergency use or the ability to maintain stable temperature control over time

# EARLY ON-SITE TREATMENT





#### Portable

Head targeted hypothermia



P.O. UNIVERSITA

Temperature management system

#### **Italian Patented**

Lab demonstration

Scientific publications - Neurocritical Care Journal -

# Team







Enrico GiulianiMary FranzeseCEO & FounderCMO & Cofounder

# R&D

#### 7 engineers



# University & Experts

Advisors



#### UNIVERSITY OF CAMBRIDGE



#### UNIVERSITÀ DEGLI STUDI DI MODENA E REGGIO EMILIA



Stievelies Borgsmerinei Copolita <sup>a co</sup>rrentencio Concentonio dol lavoro

#### Burani & Lancellotti COMMERCIALISTI ASSOCIATI

maroscia e associati

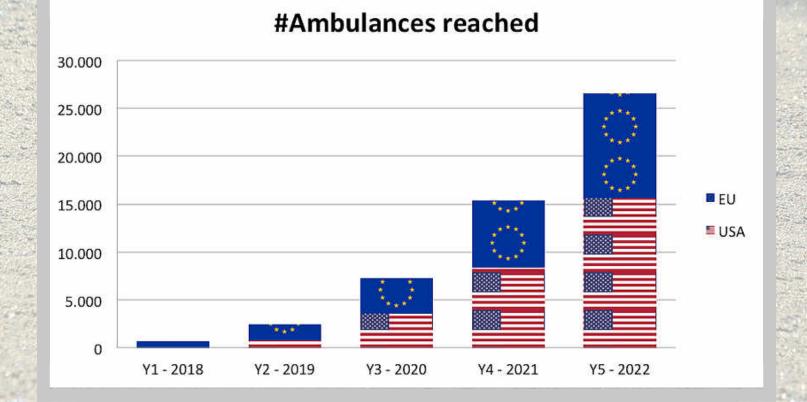
# Primary Target Customers



Hospitals

### **Emergency services**

- Ambulances
- Firefighters
- First responders



# **Business Model**



# **REGULAR** Profile

( < 100 uses/year )

#### **PREMIUM Profile** ( > 100 uses/year )

#### Neuron Guard **Kit** Control Unit

- 2 Inner Cores
- 5 Outer Shells

**Additional Shells** 

### €10K

#### **Neuron Guard Kit** € 3.8K

- 1 Control Unit
- 2 Inner Cores

**Fixed Fee** €200 €200 per unit per use

# Business Model (2)





### Addressable Market

# \$ 2.5 billion by 2019

#### - TEMPERATURE MANAGEMENT -



Cambridge University Hospitals

## **Action Plan**





(To reach the market in 2 years)



#### 1st Place Category Internet of Thing and Hardware





Intel Global Challenge at UC Berkeley



Intel Business Challenge Europe 2014



#### SMART & DISRUPTIVE Companies Italia

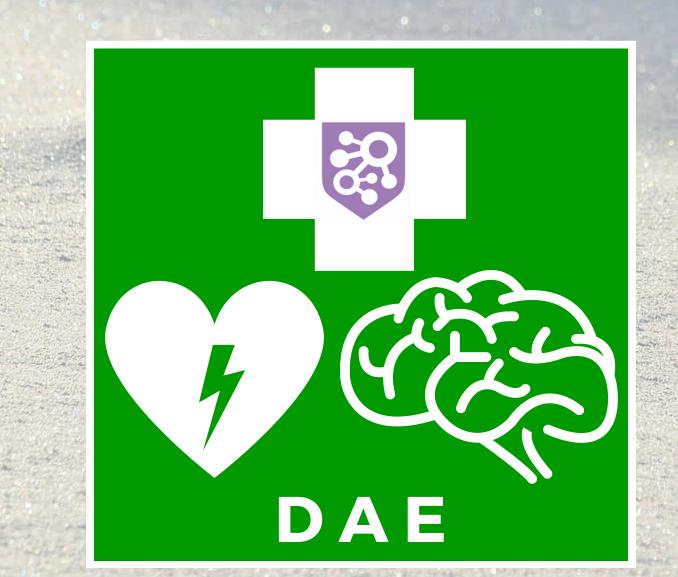
**UniCredit Start Lab** 



# VISION



# A Neuron Guard Kit in EVERY PUBLIC PLACE



# Sector Neuron Sector Neuron

# Time is brain.. Freeze it!

#### **Enrico Giuliani**

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