



Presentation to:

House Study Committee on Bioeconomic Development

Jack Merritt, President & CEO

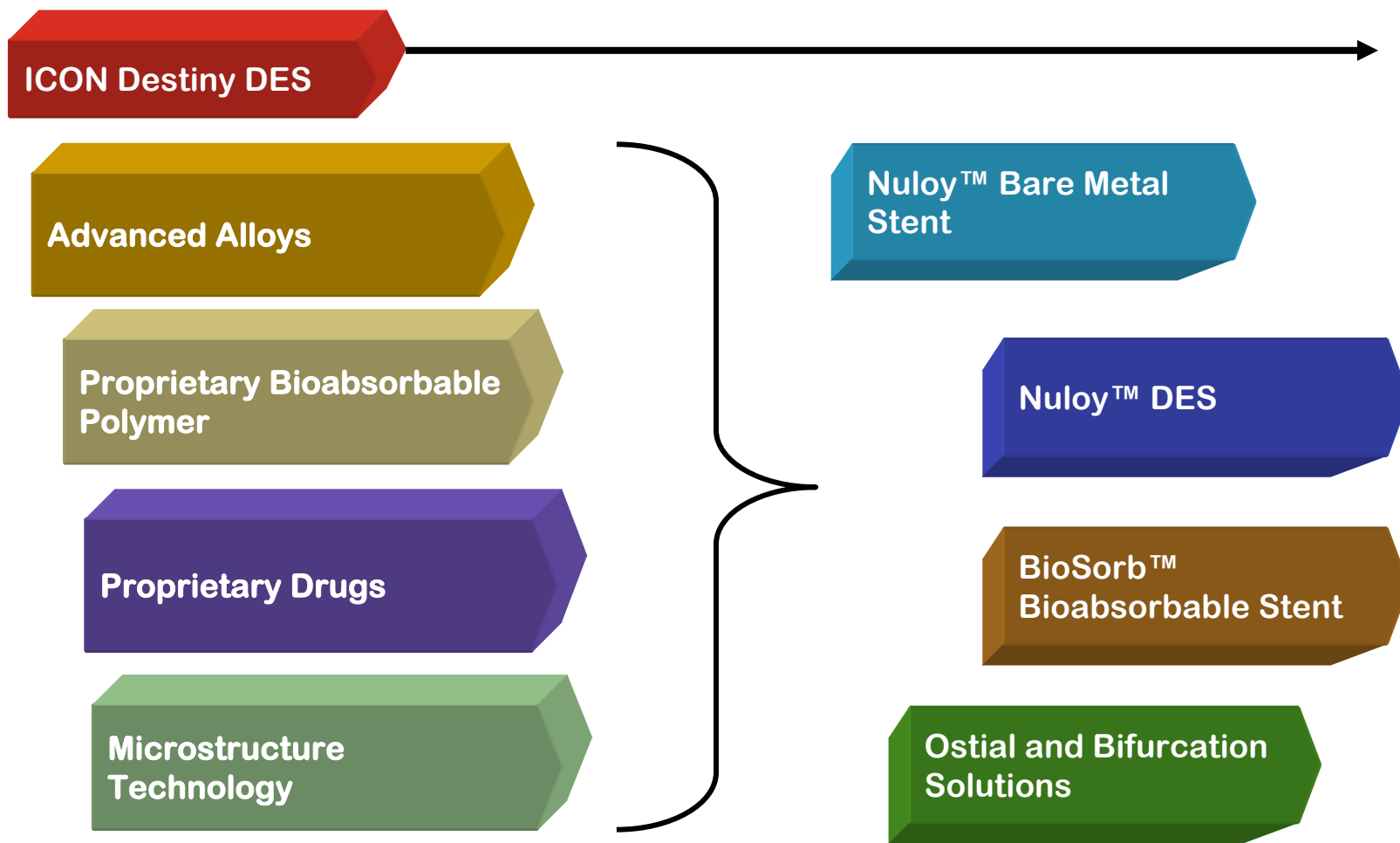
November 15,

- Introduction to **ICON** Medical
- Elements which support life science industry growth in Georgia
- Challenges which prevent growth
- Opportunities to improve industry growth

- Early stage Medical Device Company
- Developing devices for unmet needs in Vascular Intervention
 - Next generation bare metal stents
 - Next generation drug eluting stents
 - Bioabsorbable stents
 - Ostial and side branch solutions
- Extensive Intellectual property position
- ISO 13485:2003 certified
- Privately held

- **Jay Yadav, MD: Chairman**
 - Founder & Chairman, Angioguard, sold to JNJ
 - Board Member and Angel Investor, Smart Therapeutics, sold to BSC
 - Founder, Chairman & CEO CardioMEMS, 110 employees.
 - Past Ferchill Distinguished Chair holder, Chairman of the Center for Medical Innovation and Director of Vascular Intervention at the Cleveland Clinic Foundation
- **Jack Merritt: President & CEO**
 - 25 years medical device experience
 - Johnson & Johnson Interventional Systems
 - CardioGenesis Corporation
- **Mark Allen, PhD: Scientific Advisor**
- **James Anderson, MD, PhD: Scientific Advisor**
- **Patrick Whitlow, MD: Chief Medical Advisor**

- Coronary Stent Platform
 - Deliverability
 - Visibility
 - Recoil
 - Radial Strength
- Proven drug for prevention of restenosis
- Bioabsorbable delivery medium
- SFA (Superficial Femoral Artery) Stenting
- Ostial /Bifurcation Disease



Coronary Stents

3.3 million units WW
\$5.5 Billion WW

Peripheral Stents Unmet needs in SFA

480K units WW
\$528 Million WW

Ostial
Bifurcation &
Side Branch
Stents

- Bare Metal
\$1.5 Billion WW
- Drug Eluting
\$4 Billion WW

Fully
bioabsorbable
stents

Proprietary stent
and delivery
system designs

- Proprietary alloy
- Proven drug
- Bioabsorbable delivery

- MEMS
Manufacturing
- Microstructures
to improve delivery

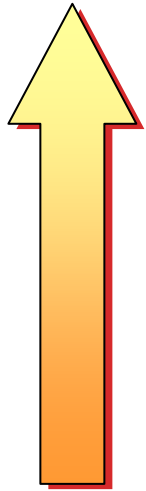
Novel devices
Improved radiopaque
markers

- **55 Filed Patents**
- **Stent technology**
 - Use of drug on a stent to prevent restenosis
 - Multiple stent designs
 - Biodegradable metal stent
 - Improved coated stent
 - Stent to prevent thrombosis
- **Innovative materials and devices**
 - Unique alloys for stents
 - Bioabsorbable drug eluting polymer MEMS stents
 - Bifurcation stent
 - Technology for microstructures on stents
 - Ostial medical device
 - Vascular graft to prevent restenosis

- **Enabling devices**
 - Protective coating for fragile structures
 - Microstructures to improve drug delivery
 - Adhesive for medical devices
 - Flexible marker band
 - Removable sheath

United States Patent	[19]	[11] Patent Number:	6,096,071
Yadav		[45] Date of Patent:	Aug. 1, 2000
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[54] OSTIAL STENT		5,372,600	12/1994
		5,456,712	10/1995
		5,466,242	11/1995
		5,607,444	3/1997
		5,725,552	3/1998
		5,749,874	5/1998
		5,755,771	5/1998
		5,876,448	3/1999
[76] Inventor: Jay S. Yadav, 735 Aran Dr., Roswell, Ga. 30076		Beyar et al.	606/108
		Maginot .	
		Mori .	
		Lam	606/194
		Kotula et al.	606/213
		Schwartz	606/75
		Penn et al.	623/1
		Thompson et al.	623/12
[21] Appl. No.: 09/048,447			
[22] Filed: Mar. 26, 1998			

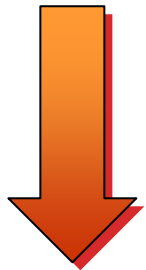
Unique New Alloy for Stents



- Increased Strength
Visibility
Deliverability

Stainless Steel

VS.



- Decreased Recoil

Cobalt
Chromium

25% thinner struts than the most
advanced
commercial coronary stent

Bioabsorbable stent prototypes with drug delivery enhancing structures



- Founded 2004, Cleveland, OH
- Early efforts resulted in novel Drug eluting stent, now awaiting CE mark
- Continued growth and development requires access to more funding, technical resources and human resources
- Barriers to relocation include approved manufacturing facility in place, corporate and personnel relocation costs, and risk to development projects

- Closer collaboration with academic resources
- More desirable HQ location for recruiting
- Better access to laboratory space
- Improved access to Dr. Yadav and Dr. Allen
- Access to assistance in writing SBIR grants
- What else would help?
 - Matching funds for SBIR grants
 - Grants/loans for relocation of key employees
 - Subsidy for office/lab space
 - Equity investment by State of Georgia

- Biotechnology Enterprise Center
 - Establishment of a state funded, privately managed entrepreneurial center - business formation, recruitment and acceleration initiative
 - Mission - provide long-term economic and societal benefits to Georgia
 - Nucleus for entrepreneurial collaboration in medical device, biotechnology and health care services
 - Provide full range of resources to support growth of promising new Health Care businesses

- Startup CEOs to
 - identify, assess and recruit technology teams with potential to form fundable companies
 - Assist in strategy development – product development, regulatory, funding
 - Assist in identification and procurement of initial laboratory space
- Startup CFOs to provide early stage financial management and funding advice
- Regulatory Support to assist in defining preclinical requirements
- IP Support to protect and maximize value of ideas from scientific/medical community

Summary – what can Georgia do?

- Equity investment by the state in early stage companies
- Continued investment in loan funds through the Dept of Economic Development
- Potential matching of SBIR grants
- Subsidization of office/lab space for startups
- Subsidization of relocation costs for companies already started in other states
- Assistance with linkages to university faculty members with specific expertise
- Establishment of a Biotechnology Enterprise Center to identify and develop early stage companies