

- Raised oversubscribed \$2M seed round
- Reimbursed under existing CPT code
- Funds initial mfg. and Class I 510(k) pathway
- Initial clinical focus with consumer follow-on

**UNMET NEED**

According to the American Academy of Otolaryngology, 33M Americans are affected by earwax impactions – which is the leading cause of partial hearing loss and additional symptoms such as pain, infection, vertigo, and tinnitus. Today’s earwax removal procedure is performed with an Ear & Bladder Syringe, which has been the standard of care since 1821. The 20-minute procedure is painful for patients and frustrating for physicians.

**Clinical market opportunity:** In the U.S. alone, more than 12M patients seek physician care for earwax removal every year. The procedure is reimbursed and generates a \$528M annual clinical market opportunity. SafKan has a waitlist of physicians in Seattle, San Francisco, Los Angeles, Phoenix, Tucson, Houston, and New York.

SafKan’s OtoSet is the first automated ear cleaning device. It incorporates a combination of irrigation and suction to quickly remove earwax impactions in a 35 second cleaning cycle. OtoSet has successfully completed two IRB-approved clinical trials demonstrating safety, efficacy, and patient satisfaction.

- *Reduces today’s 20-min procedure to 5-min*
- *Labor reduction makes procedure profitable*
- *Owned by a nurse in a low acuity setting*
- *High margin sale of device and disposables*

**Competitive landscape:** Ear & Bladder Syringe, Spray Bottle, Waterpik, and Welch Allyn Ear Wash System



**SafKan OtoSet**



*Ear & Bladder Syringe*



*Wax-Rx Spray Bottle*



*WA Ear Wash System*

***SafKan has a non-obvious market opportunity and a strong first mover advantage***

**Consumer market opportunity:** In the U.S. alone, 33M people are affected by earwax impactions. A consumer preventive version of the OtoSet for this market would be create a multi-billion-dollar opportunity. SafKan also has a waitlist of consumers around the country excited for its development.

**TEAM**

- Sahil Diwan (CEO)
- Stephen Meyer (Former CEO of Welch Allyn)
- Dr. Martin Hopp (ENT at Cedars-Sinai)
- Aadil Diwan (CTO)
- Adam Dakin (Managing Director of Dreamit HealthTech)
- Dr. Sunil Ummat (ENT at UW Medicine)
- Ryan Maish (COO)
- Dr. Gary Kato (PCP at UW Medicine)
- Matt Bunting (VP Design)