

Meticuly

Many patients with our bespoke implants for orthopedic, neuro and reconstructive surgery have reported fully restored range of motions, speedy recovery and improved aesthetic appearance.



Disruptive Technology Platforms

Meticuly uses AI engine to predictively design patient-specific implants and meticulously manufactures using 3D printing technology. Custom-made implants are typically delivered to the surgical theater within 2-7 days. The range of products approved by EN ISO13485 span over 40 bone locations and in particular Meticuly is submitting cranioplasty implant to the USFDA 510(K).

Market Traction And Strategy

TARGET DOCTORS:

Neuro, orthopedic, and plastic surgeons.

FOCUS PRODUCT FOR 2021:

Cranio-maxillofacial reconstruction.

MARKET SIZE:

£680M global market size. Currently trying to address £12M market size in Thailand and South East Asia in 2021.

PRICEPOINT:

Same or 10-20% above standard sizing implants.

COMPETITORS:

There are different landscapes for the 40+ products that Meticuly could manufacture. We have selected cranio-maxillofacial as our first group of products to launch in commercial scale internationally. Large companies that offer standard sizing products such as KLS Martin are offering customised option at a high premium. With Meticuly's 2-7 days turn-around time and competitive pricing at 1/8 of competitors, we believe our products could tilt the market landscape.

KEY CUSTOMERS:

106 key opinion leaders in Thailand's top medical schools such as Chulalongkorn Hospital (KCMH), Siriraj Hospital, Ramathibodi Hospital, Bangkok Hospital, King Mongkut Hospital, and Chiang Mai Hospital, totaling 330+ clinical cases in 3 years.

BESPOKE IMPLANT AT SURGEON'S FINGERTIP:

Changing from standardised to bespoke on-demand production, Meticuly does not have to invest into inventory at the hospital. Moving away from physical presence of sales representatives at hospital, Meticuly creates an online communication channel so that doctors may contact us at their convenience time. Doctors have access to our sales rep and engineers to consult, to retrieve CT Scan protocols, to upload CT Scans, to customise design, and to confirm production.

FUTURE POTENTIALS:

As 3D printing of titanium and biomaterials is a platform, the technology may be expanded into various tissue families representing various organs that are soft tissue such as skin, ear, ceramic bone or even heart valve.



Summary

Meticuly is a bespoke implant service for orthopaedic, neuro and reconstructive surgery. By using predictive design, biomechanical simulation and 3D printing techniques, Meticuly offers affordable custom implants, comparable to the price of standard-sized devices. Personalised options are incredibly important for quality care, as standard sizes may require medical intervention to "adjust" our bone and body to fit with the S/M/L/XL implant, and side effects post-surgery include hindered range of motion and longevity of implants. Meticuly liaises with surgeons to provide tailored implants for each patient, from design and production to sterilization and delivery within seven days. With its affordable and tailored solutions, patients have shown restored range of motion, better appearance, reduced infection rates and faster recovery times.

Regulation And Certification

Thai FDA

TÜV SÜD ISO 13485:2018

GMP

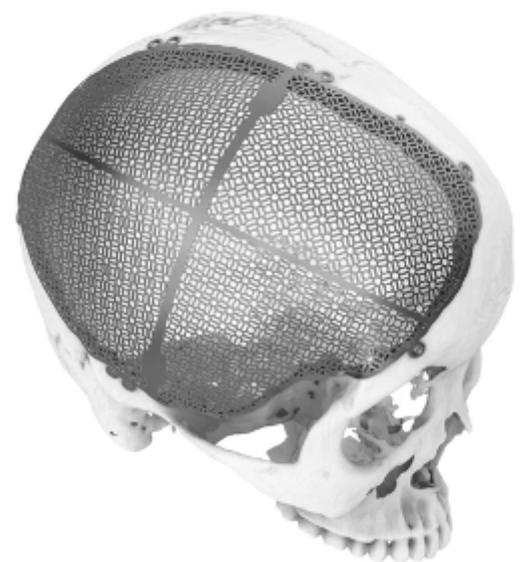
JCI hospitals

Pending USFDA

Country of origin



Thailand



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