



## **Asporto:**

Increasing quantity and quality  
of donated hearts for use in  
transplants

Jordan Milan

Vice President of Marketing and  
Business Development

**HiberniCOR**

# Current Heart Preservation Device



# Asporto Heart Preservation Device



1<sup>st</sup> Prototype

Device consists of:

- 16-quart thermoelectric cooler
- Hardware with touch-screen and software to control pump
- Peristaltic pump
- Disposable heart container
- Perfusion solution

# Intellectual Property and Regulatory Approach

## Hibernicor's IP:

- Provisional patent filed Dec 24th, 2013
- Software and hardware
- Four operational devices
- Research data and Publications

## Regulatory Approach:

- FDA 510(k) pathway
- Investigational Device Exemption
  - Three Pre-IDE meetings completed



2<sup>nd</sup> Prototype

**Hibernicor**

# Reimbursement Strategy

Keep it simple and use existing transplant billing processes.

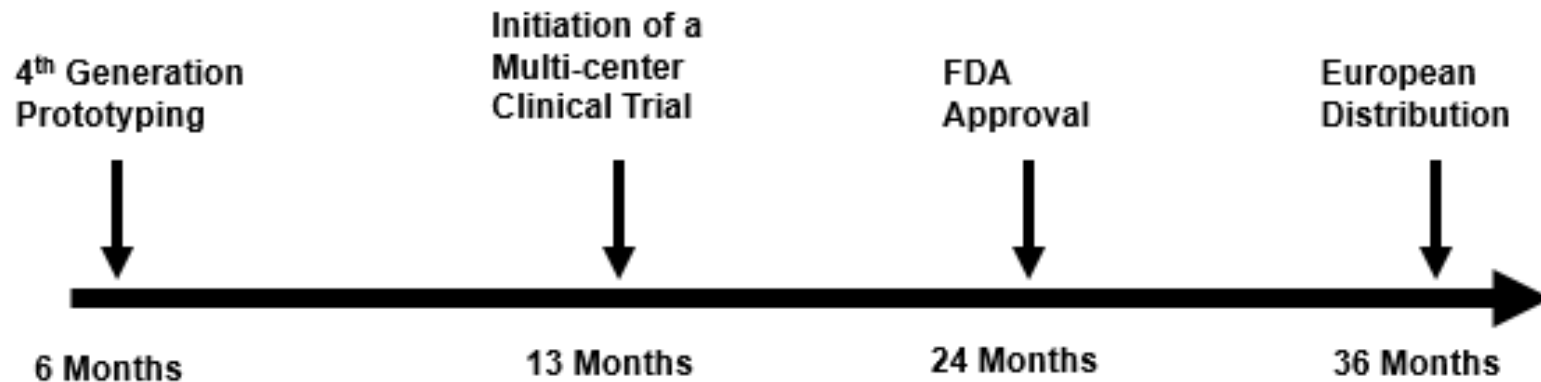
- Direct invoice to transplant center
- Payment issued to Hibernicor within 60 days
- Both device and supplies are reimbursed to transplant center as Medicare Part A (cost report) as an organ acquisition cost for any Medicare patient
- Private insurance follows Medicare lead under global payments

**Exponentially less expensive than bad outcomes**

# Return on Investment

Investment: \$1,838,600

- 10 blocks of \$183,860 each (100% equity, 5.12% ownership)
- \$183,860 investment could potentially payout \$1,572,690 by year five
  - 72% Internal Rate of Return



**HiberniCōR**