



# AI-Enhanced, Direct-to-Digital Pathology for Modern Oncology Diagnostics

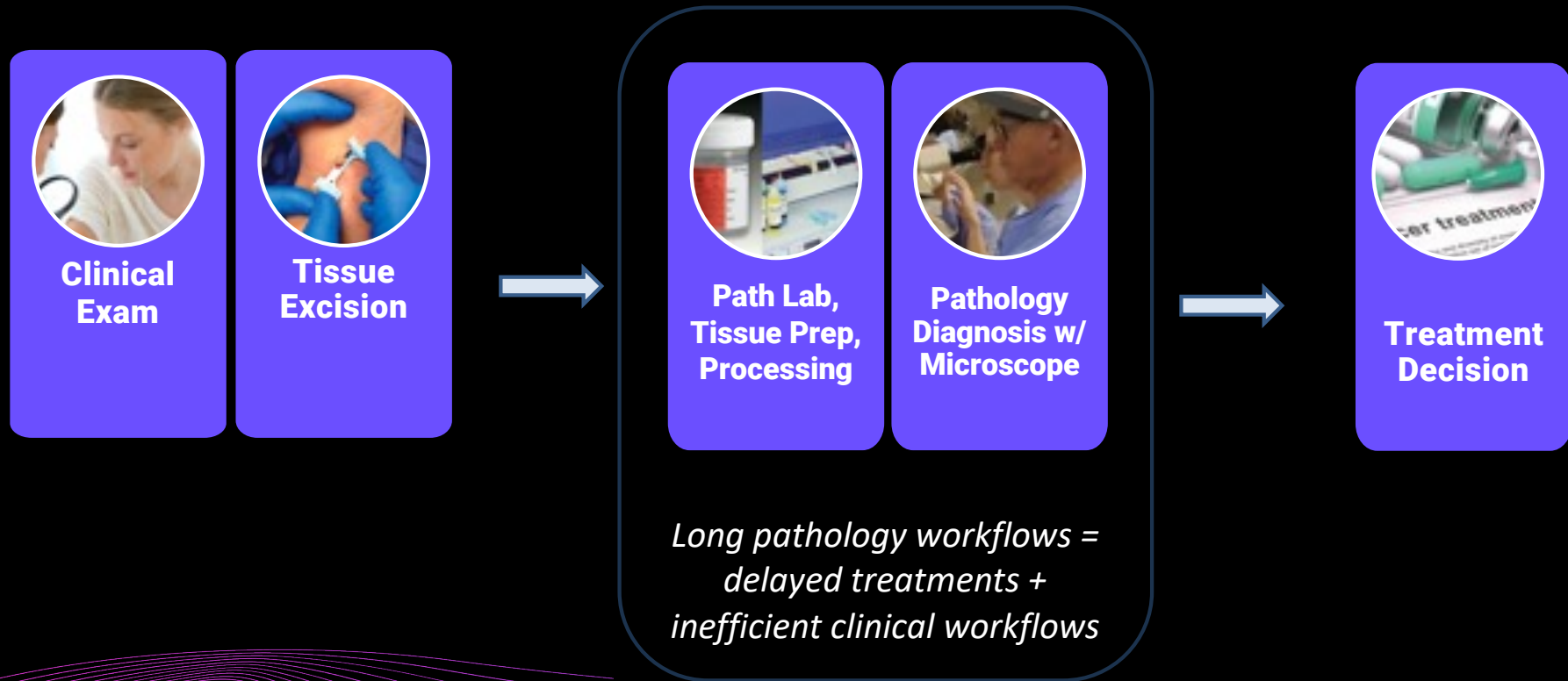


**Daniel S. Gareau, Ph.D.**  
**Founder & CEO**

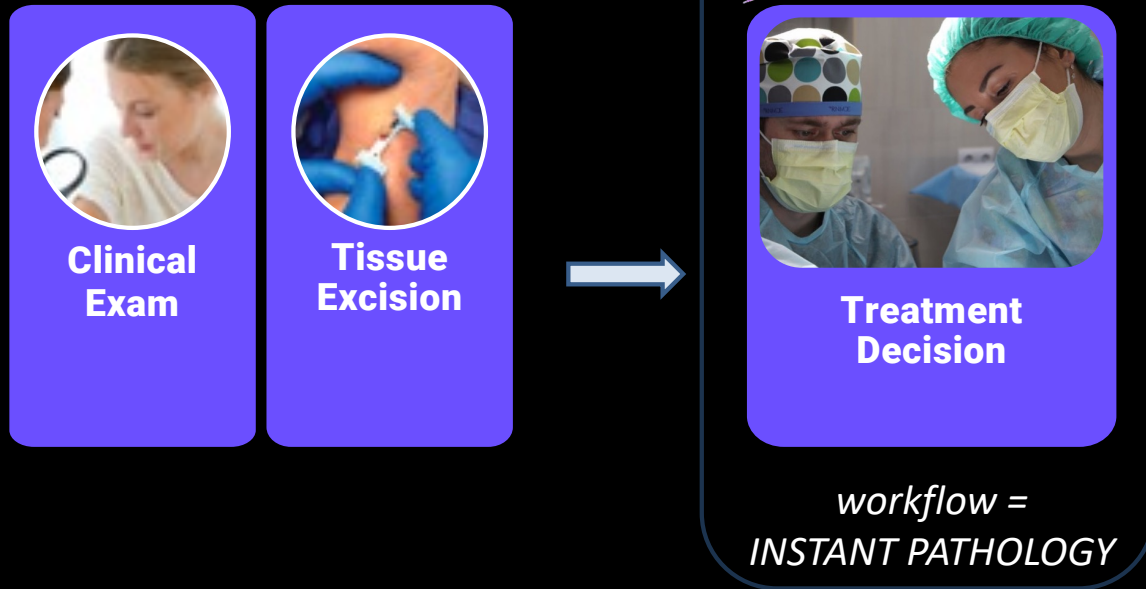


# Pain Point: Long Pathology Workflows

*Required for 70-90% of treatment decisions*



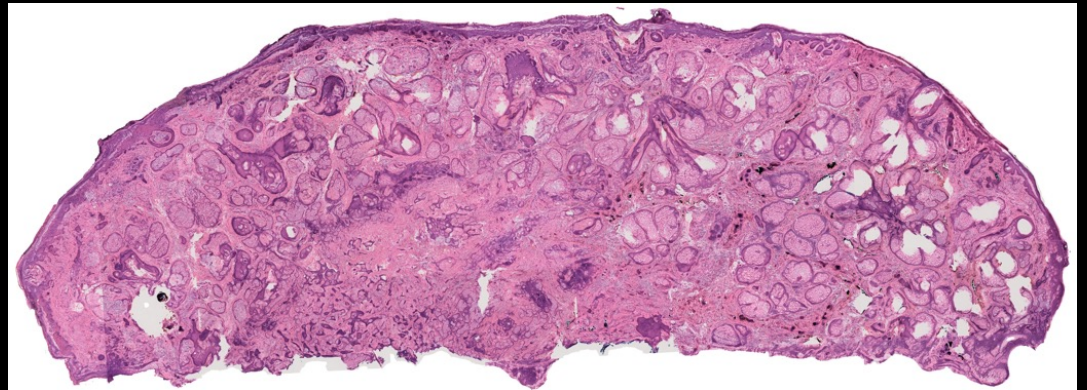
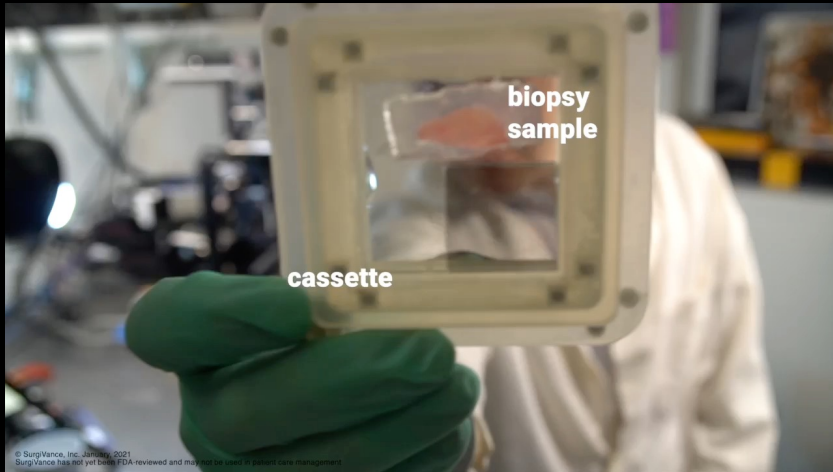
# **Solution:** Instant Point-of-Care, Direct-to-Digital Pathology



- + **VALUE** increase throughput
- + **VALUE** increase volume
- + **VALUE** expedite cures

# SurgiVance is Point-of-Care, Direct-to-Digital Pathology

*Immediate pathology for immediate patient care*



*Biopsy sample placed in a tissue cassette yields histological digital images  
at the point-of-care in < 1 minute with diagnostic resolution*

# SurgiVance Point-of-Care Pathology Platform

*Direct-to-Digital and Immediate at the Point-of-Care*



## Tabletop Confocal Microscope\*



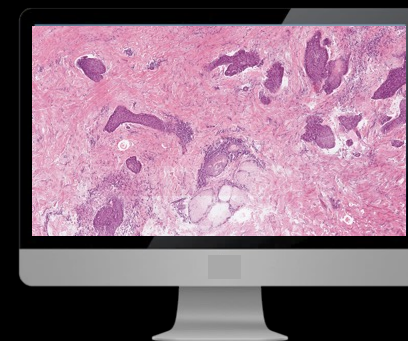
*Capital Equipment*

## Consumable Tissue Cassettes\*



*Recurring Revenue*

## Image Processing Software with AI Algorithms#



*Software License*

## Patents:

\*US20200081238A1, EP3180646B1 (CH CY DE ES GB HU IT LI MK MT NL TR), AU2015301585B2, JP6798990B2, ES2800680T3, CN107003505A  
#US9176310B2, EP2318875B1 (BE CH CY DE ES FR GB HU IE IT LI LU MC MK MT NL TR), ES2772073T3

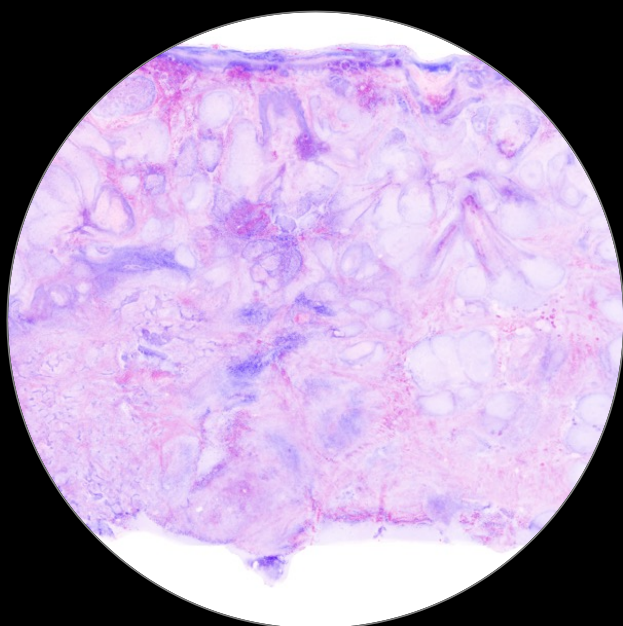
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# SurgiVance Point-of-Care Pathology Platform

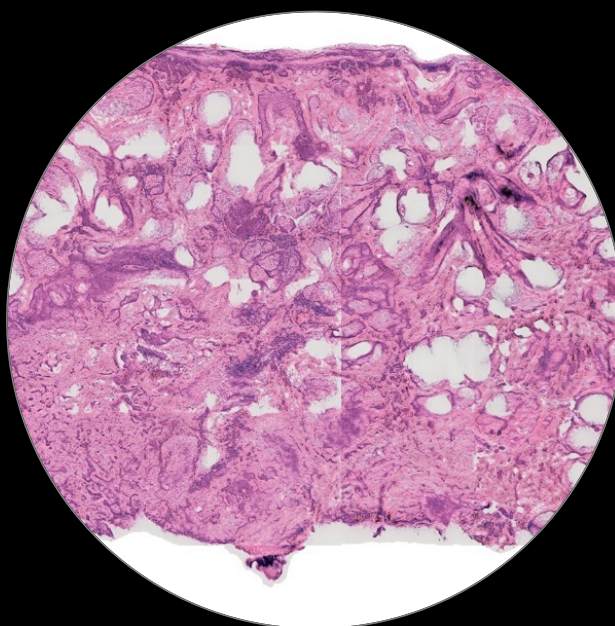
*High resolution, direct-to-digital images with AI to drive treatment planning*



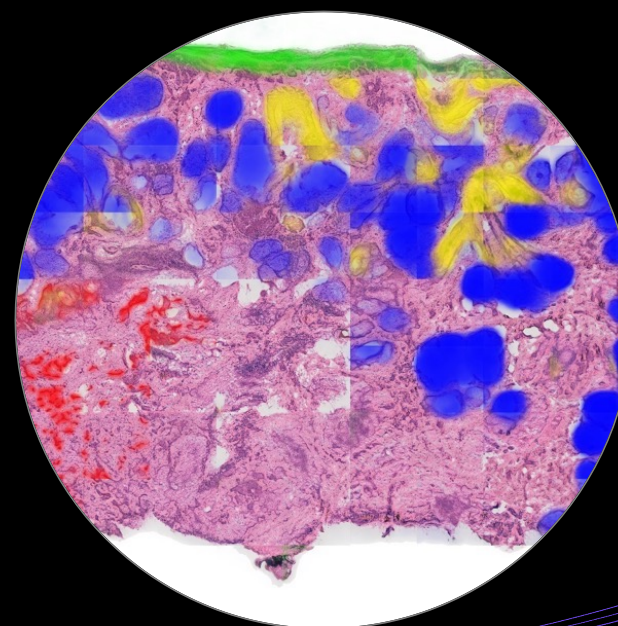
**Pseudo-H&E  
Digital Staining**



**Generative AI  
Digital Staining**



**Diagnostic AI  
Labeling**



# Clinical Results: Cellular Resolution & Diagnostic Accuracy without the Complexity



## ➤ High Diagnostic Accuracy<sup>1</sup>

- Study conducted at NYU Langone showed 99% sensitivity, 93% specificity
- 133 digital pathology images reviewed from 64 Mohs surgery tissue excisions

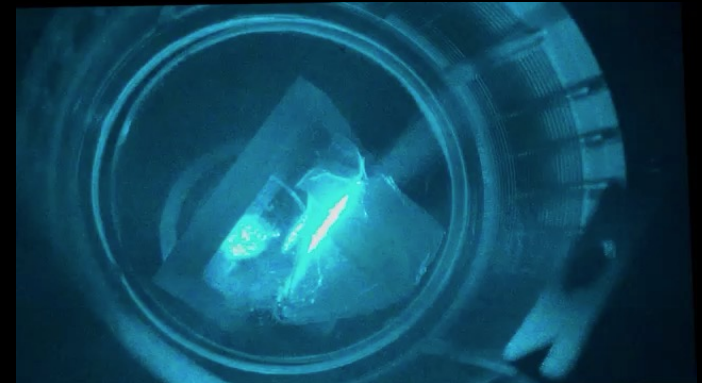
## ➤ 60 seconds from specimen to pathology image

- 5x faster than tech competitors
- 30x faster in Mohs compared to standard-of-care (SoC)
- 10,000x faster in general derm compared to SoC

## ➤ Sub-micron image resolution

## ➤ Easy to use

- No calibration required
- No operator intervention required



[1] <https://dx.doi.org/10.1001%2Fjamadermatol.2016.2997>

SurgiVance has not been reviewed by FDA and may not be used to manage patient care. <https://surgivance.com/disclaimer/>

## Value Proposition:

### Unit Economics in Mohs Surgery Clinical Beach Head



A Mohs surgeon with SurgiVance...

**25% Increase in Case Load and Gross Revenue**

Cases: 10 per day (from 8 per day)

Gross Revenue: \$1,300 per case | \$13,000 per day | \$1.87M per year \*

**No Change in Per-Case Costs**

Costs: \$200 per case | \$1,999 per day | \$288,000 per year

**25% Increase in Net Revenue**

Net Revenue: \$1,110 per case | \$11,000 per day | \$1.58M per year \*

\* Assuming 144 operating days per year (3 per week)



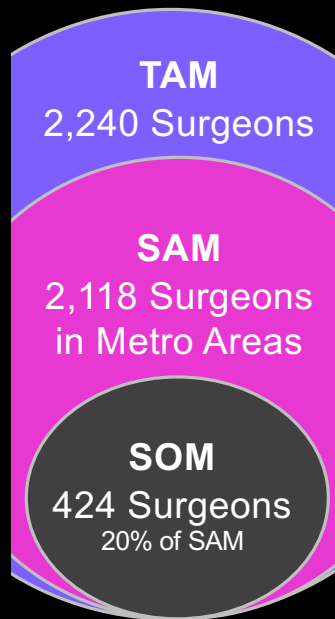
**"Saves** hours per day ... replaces technicians & lab reagents ... **increases** OR turnover ... **enables** real time expert pathologic consultation."

- Anna Bar, M.D.  
Mohs Surgeon

## Clinical Beachhead Market:

### Mohs Surgery \$650M+/yr US Opportunity

*Immediate, point-of-care margin screening for improved workflow efficiency*



**2,240 Mohs surgeons**

**x**

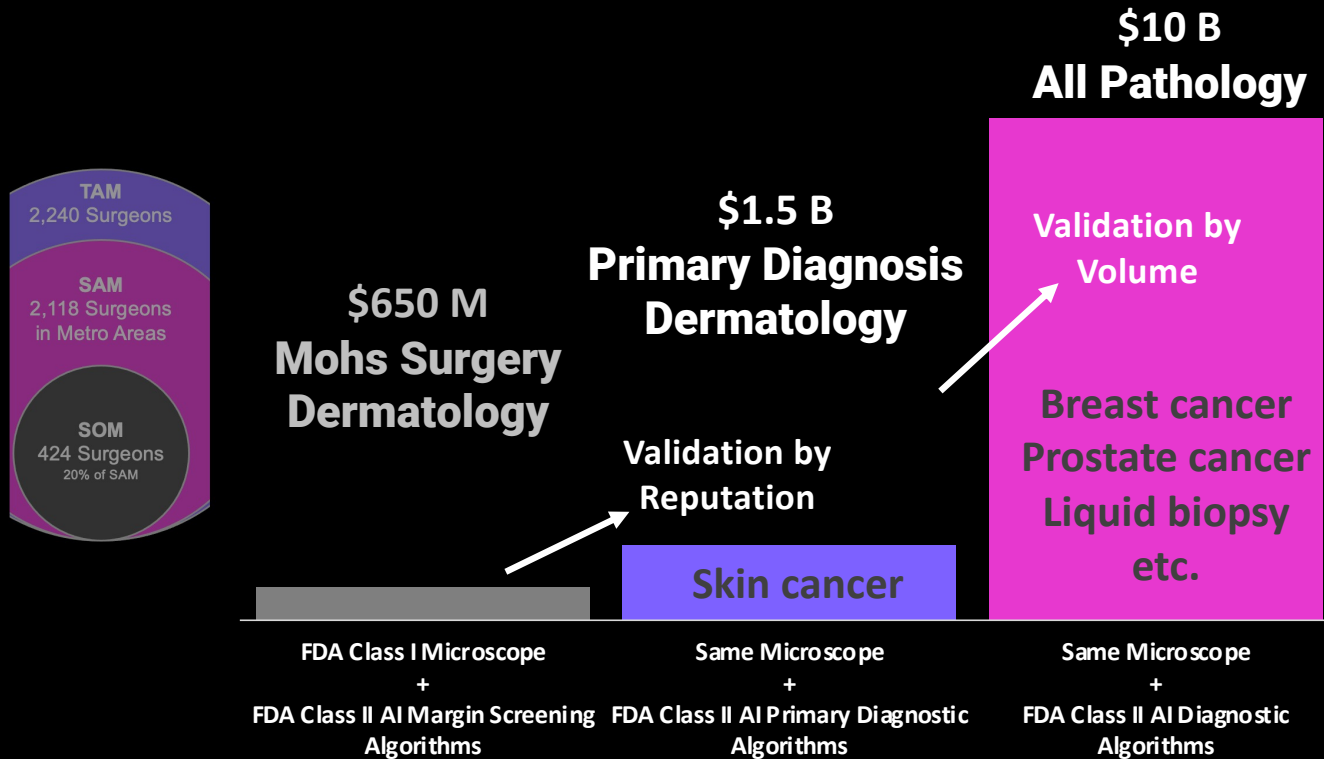
**\$288,000 Annual Contract Value\***  
**per year per surgeon**

Microscope:	\$199,000
Software:	\$1,795 per month
Tissue cassettes:	\$149 per case

\*Assumes 5-year microscope lifetime, \$995/month capital equipment service agreement, and 1440 cases per year (10 per day, 144 operating days)

# Aligned Service-Obtainable Markets

Class I Hardware Platform with Class II, Use-Case Specific, Diagnostic AI Software



# Why Us? Strong Core Competencies



## Core Team

Daniel Gareau, PhD, MCR



**CEO & Founder**  
R&D Leader

Adam LaPrad, PhD



**VP, Operations**  
Medical Devices,  
Clinical, Regulatory

## Directors & Advisors

Stan Schwartz



**Senior Advisor at**  
Nikon

Anna Bar, MD, Mohs Surgeon



**Board Member:**  
American Society for  
Dermatologic Surgery

Jason Hawkes, MD, MCR



**Physician-Scientist**  
Clinical Trials  
Specialist

Macrene Alexiades,  
MD, PhD, FAAD



**Fellow: American**  
Academy of  
Dermatology

## Independent Clinical Partners

Victoria Sharon, MD, DTMH



**Mohs Surgeon**  
Northwell

Silvija Gottesman, MD, FAAD



**Dermatologist and**  
Dermatopathologist  
Northwell

John Carucci, MD, PhD



**Mohs Surgeon**  
NYU

Kira Minkis, MD, PhD



**Mohs Surgeon**  
Weill Cornell

Clinical Partners do not hold any financial interest in Surgivance

# World-Class Ecosystem



## Funding Partners



## Patents



Memorial Sloan Kettering  
Cancer Center..



## Incubators



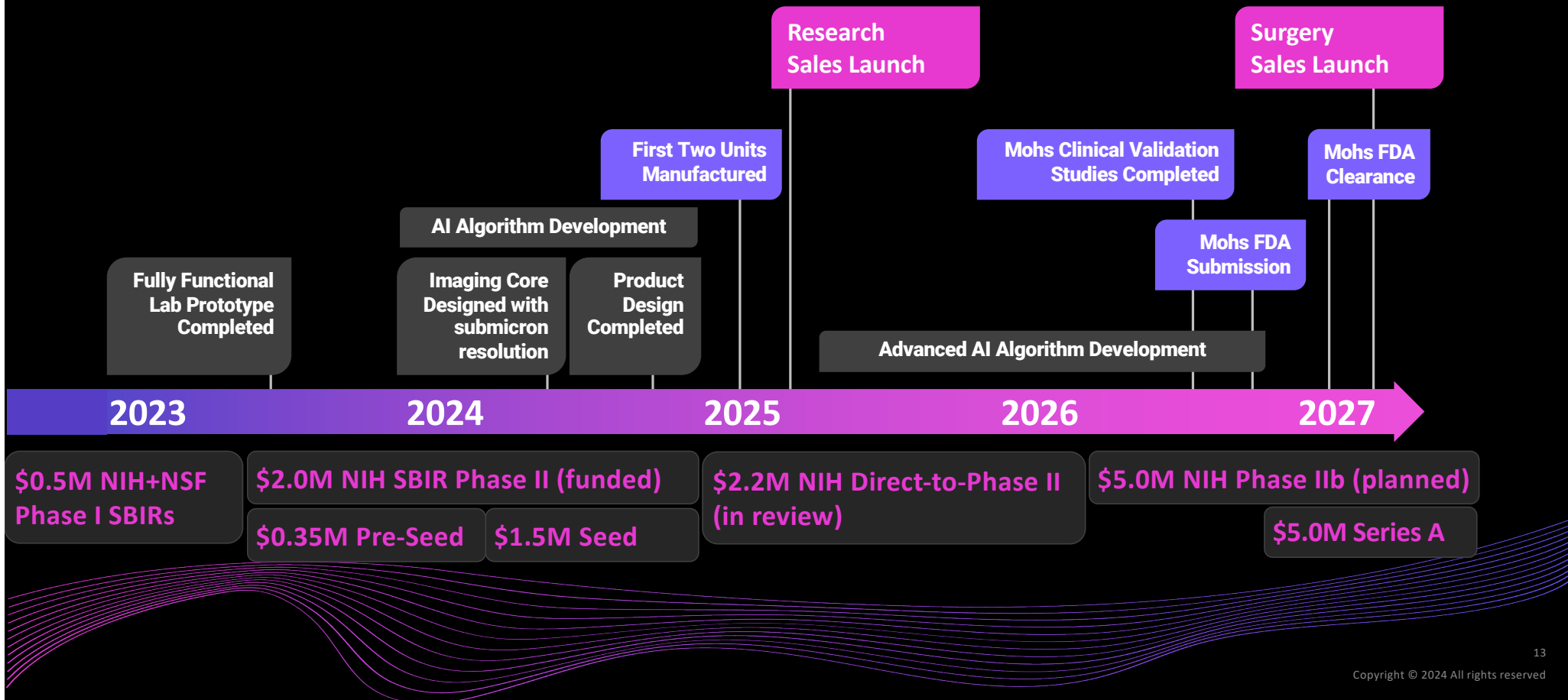
INCEPTION PROGRAM



## Clinical Partners



# FDA Class II Pathway to Regulatory Clearance & Sales with Strong Non-Dilutive Funding Roadmap



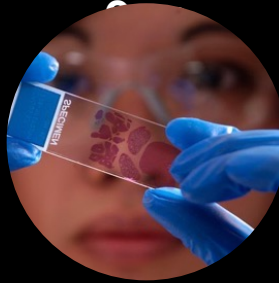
# SurgiVance is building the Foundation of Digital Pathology



## Biopharma



## Clinical Research



## Hospitals & Health Systems



## Diagnostic Labs



Customers

Digital  
Pathology  
Services

Enabling  
Technologies

### AI Algorithms

**Pictorlabs**

\$30M Series B, 2024



\$165M Series C, 2021



**Paige**

\$125M Series C, 2021



\$55M Series C, 2023

### Image Management Systems

**PathPresenter**

\$7.5M Series A, 2024



\$37M Series C, 2022

### Data Storage and AI Engines



Philips  
partnership



Google Cloud

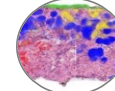
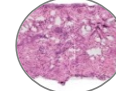
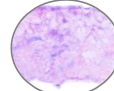
PathAI  
partnership



Microsoft  
Azure

Paige  
partnership

## Foundation



**Direct-to-Digital Pathology Hardware  
with Point-of-Care Viewing Software and  
FDA-Cleared Use-Case Specific AI**

# \$1M Seed Round: 24-Month Use of Funds

	Total	Grant \$	Equity \$	% Grant
Human Resources	\$1,846,000	\$1,630,000	\$216,000	88%
G&A	\$264,000	\$198,000	\$66,000	75%
Legal	\$353,333	\$150,000	\$203,333	42%
Equipment & Supplies	\$96,000	\$48,000	\$48,000	50%
Hardware Development & Manufacturing	\$1,100,000	\$1,000,000	\$100,000	91%
Regulatory & Clinical	\$636,267	\$275,000	\$361,267	57%
<b>TOTAL</b>	<b>\$4,295,600</b>	<b>\$3,301,000</b>	<b>\$994,600</b>	<b>77%</b>
<b>MONTHLY BURN RATE</b>	<b>\$178,983</b>	<b>\$137,542</b>	<b>\$41,442</b>	



**Modern Oncology Diagnostics with  
AI-Enabled Direct-to-Digital Pathology**

**Investment opportunity now open!**



**Daniel S. Gareau, Ph.D.**

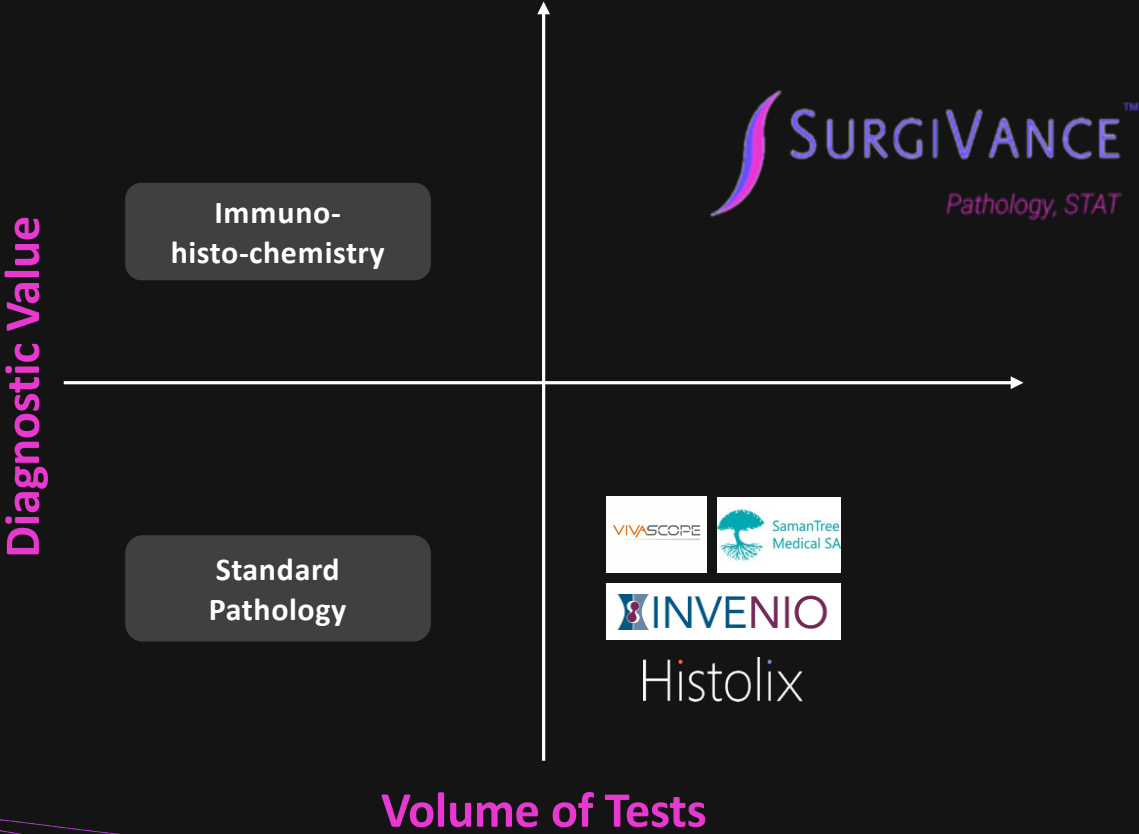


**dan@surgivance.com**

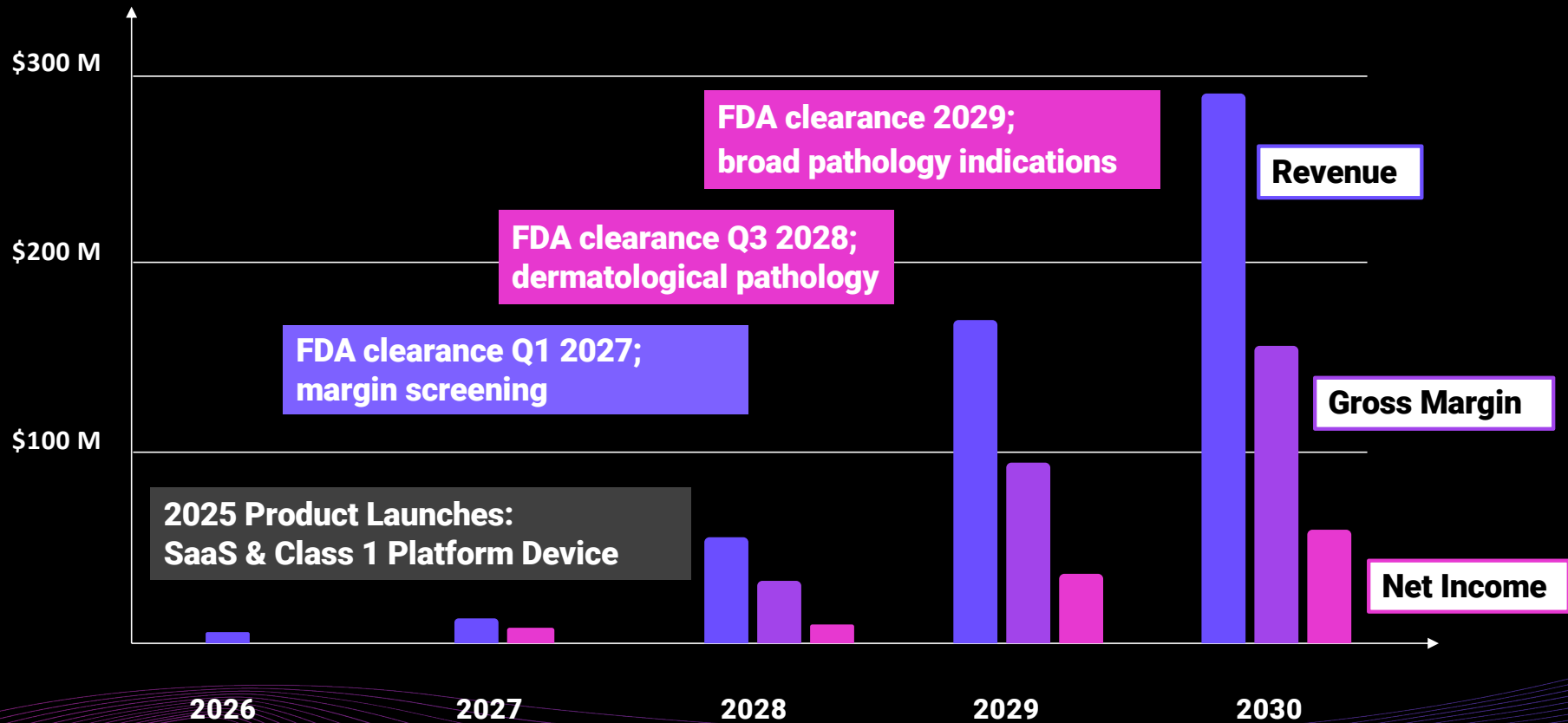
**Thank You!**

# APPENDIX

# Why Us? Most Powerful Direct-to-Digital, 3D Pathology



# FINANCIALS



# Independent Worldwide Validation Studies

