



GuideMia eDentistry

概美科技

taking teeth in right directions

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GuideMia Technologies, LLC

Sept 2017

+1 714 391 2739

Mission

Offering
worldwide
dentists and dental labs
image guided implant and digital orthodontics
solutions and services
that change the industry with
improved treatment experiences,
integrated workflows,
innovative business strategies, and
financial success

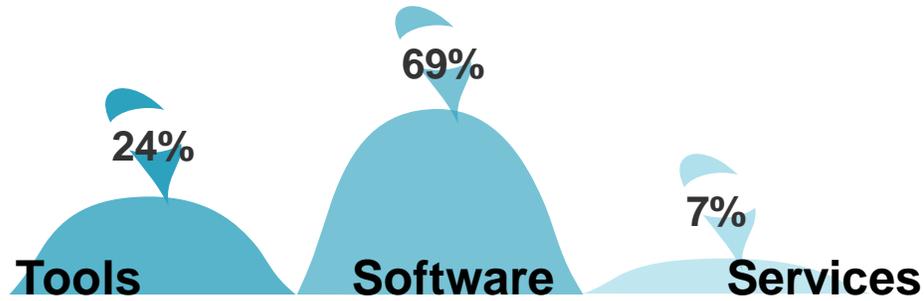
With GuideMia

Every dentists can place implants
Every dentists can offer orthodontic aligners
Advanced treatments are more affordable

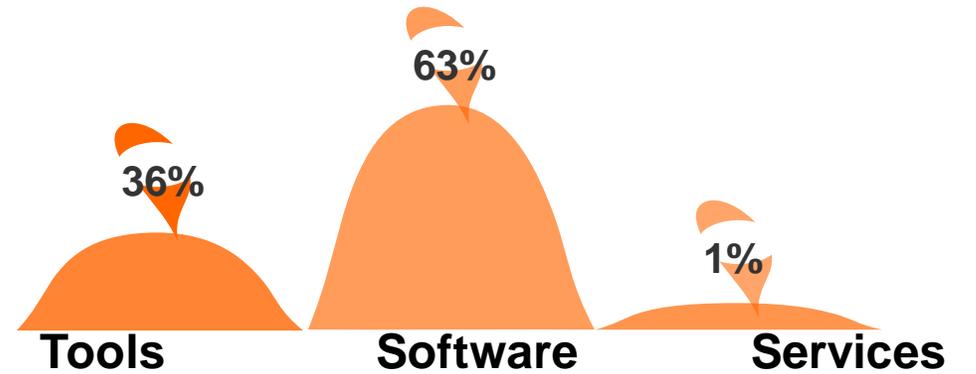
The Founder – Frank Gao, Ph.D.

- ▶ Lead GuideMia R&D, business development
 - ▶ software development manager, Glidewell Laboratories (largest lab in the world)
 - ▶ Chief software engineer, development manager, Multi-dimensional Imaging, DARPA project
 - ▶ Architecture Team Manager, Sr. Software Engineer, Siemens PLM
 - ▶ Humboldt Fellow, Univ. Stuttgart/Alexander von Humboldt Foundation, Germany
 - ▶ Ph.D. in mechanical engineering, focusing on 3D technologies
- 

Business at a Glance



2016



2017(YTD)



Call +1 714 391 2739 now. Don't wait till you finish this deck!

Global Market

Market Opportunities



20% Annual Growth
50% Some Market



\$7B, implants only



\$3B, aligners only



20 times growth
room in China

Problems



Not enough
capable doctors



Hi-tech meets
doctors/Technicians



Real big data at
large



Disconnected dental
services and supply
chain



Sophisticated lab IT
infrastructure

Our Focus



More than 11K
labs in US. Most
will consolidate



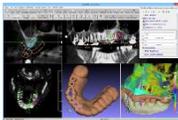
Growth pain for
private clinics in
China

eDentistry – the future of dentistry

All Digital Dental Services



Data acquisition



Digital treatment planning & design

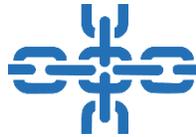


Digital manufacturing & ERP



Digital case management

Supply Chain and Services



Fully integrated



CAD/CAM data driven supply chain



Service providers penetrate supply chains

Revolution of Dental Lab Industry



Platform providers



Treatment planning & design centers



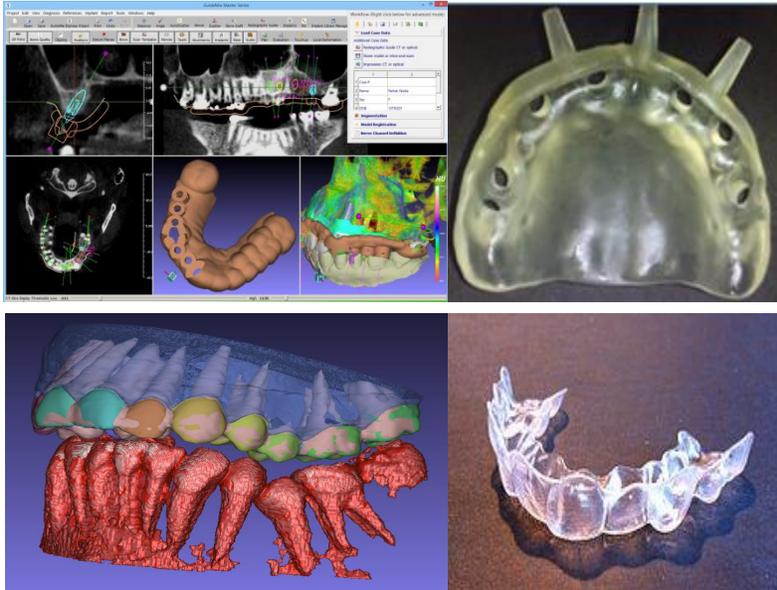
Manufacturing centers

▶ **GuideMia as a platform company will offer digital infrastructure and enabling software**

Where We Are

the only US company offering digital solution for both implant and orthodontics

Offering Digital Implant and Orthodontics Solution Globally

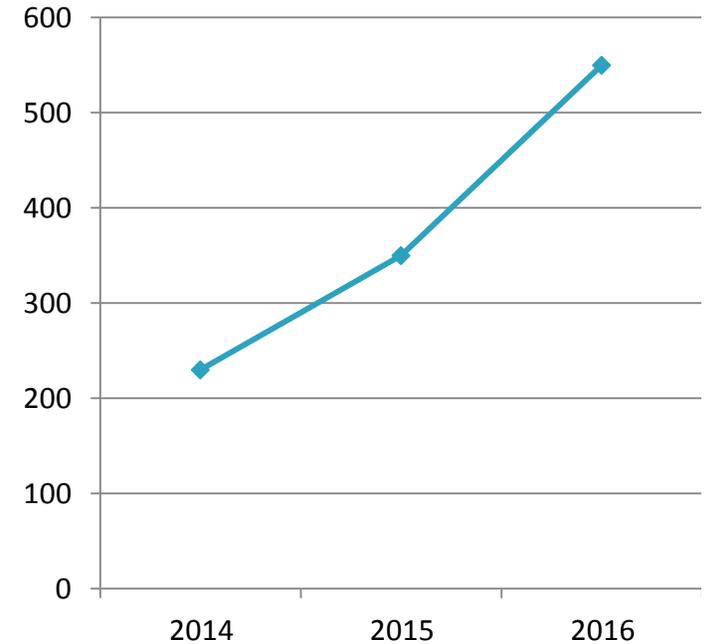


With IP and Certifications



And good growth

Sales (\$1000)



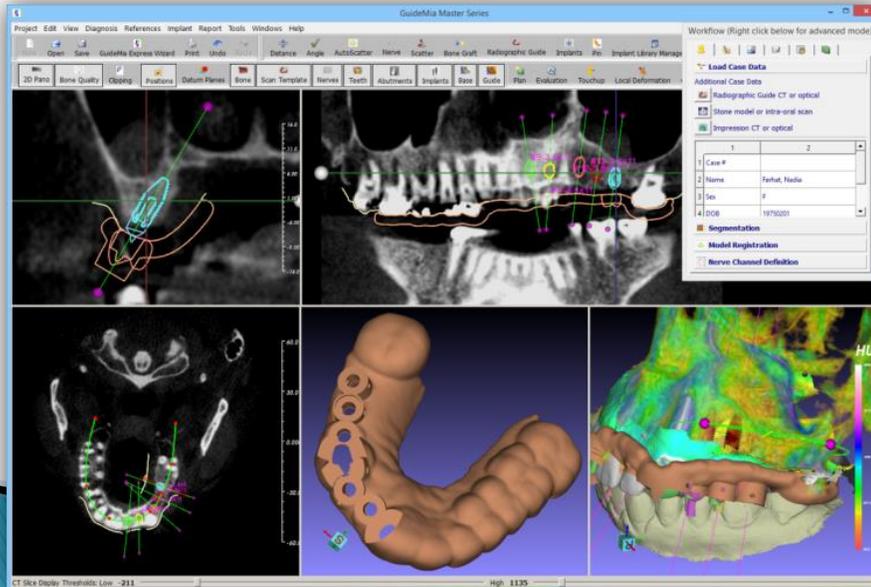
Customers

- ▶ Specialists offering implants and orthodontic treatments: high end doctors and complex cases, specialized chain clinics.
 - ▶ General practitioners: more and more GPs will need to get into implant and Ortho business
 - ▶ Dental labs have strong needs to offer total solutions include implant surgical planning, guides and implant restorations
 - ▶ Large lab groups are entering this market
 - ▶ Labs are both customers and sales channels
- 

Guided Implantology - tomorrow's standard

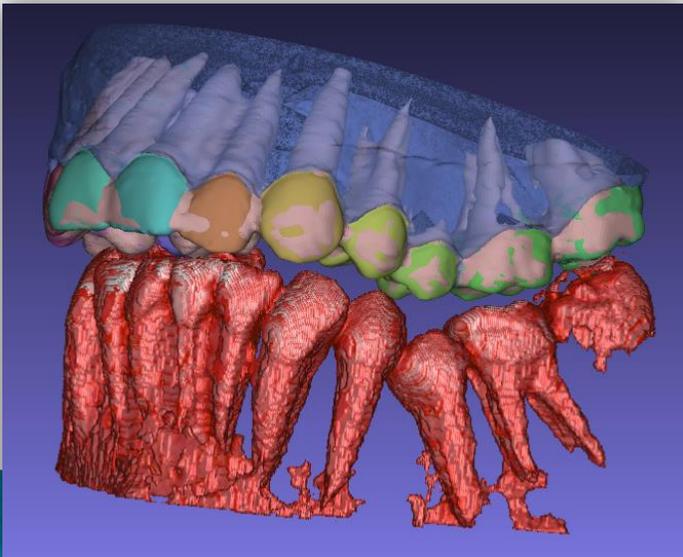
- ▶ dental implant treatment planning
- ▶ dental implant surgical guides
- ▶ implant surgical kits
- ▶ implant restorations

*Safer, Faster, Easier.
No surprise!*



Digital Orthodontics – beauty as planned

- Offer orthodontic aligners
- 2 patents filed
- The only solution that has complete anatomical modeling and incremental planning



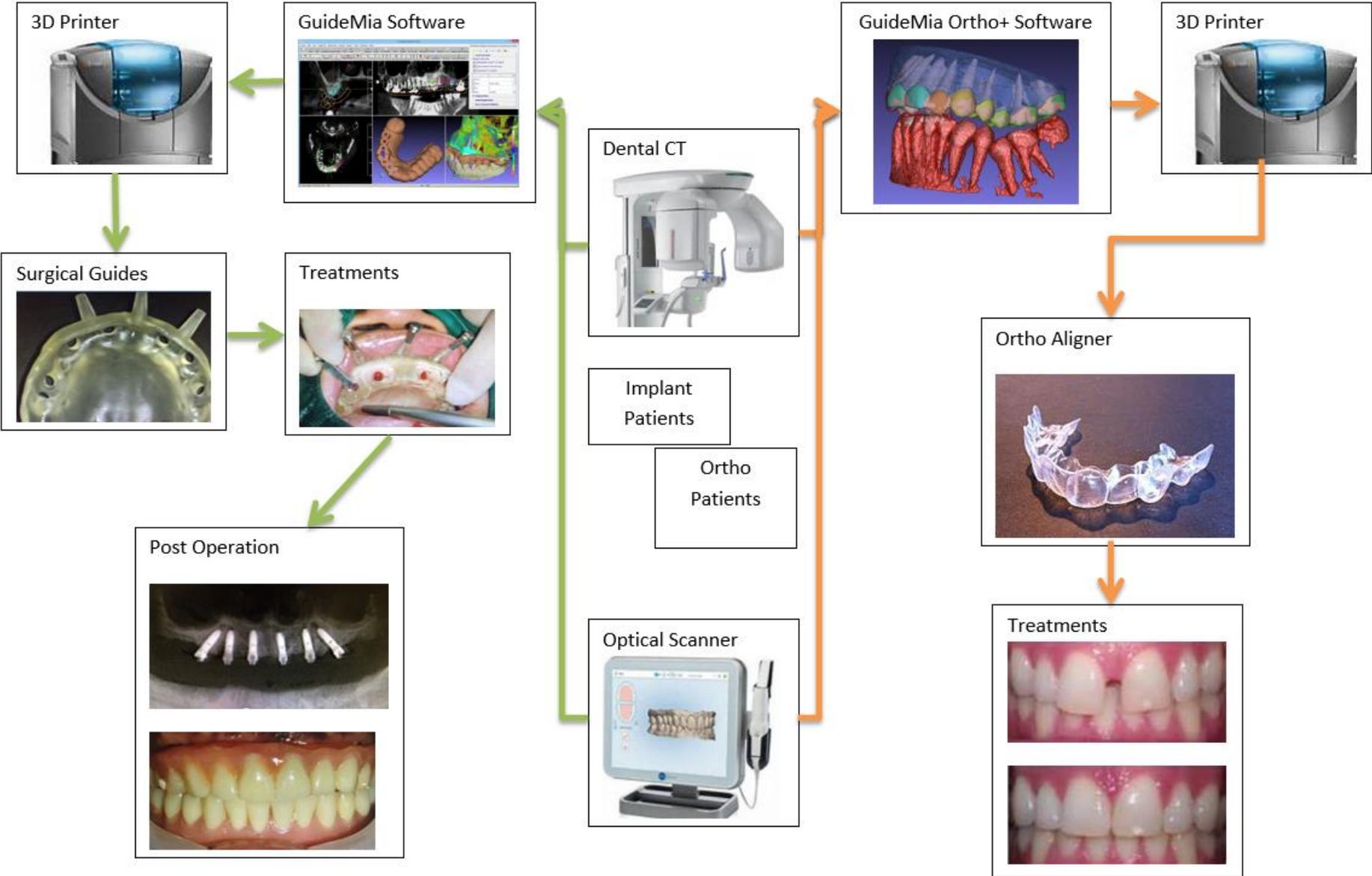
GuideMia Solutions

- ▶ GuideMia implant software
 - 2012 FDA cleared, 2013 CE/ISO certified
 - Most comprehensive and powerful software in the field
 - First surgical guide design system in the industry
 - Three patents issued with broad claim coverage
 - 14 country customers
- ▶ Orthodontic aligner software
 - First in the industry with full anatomy models
 - 2017 FDA 510(k) approved

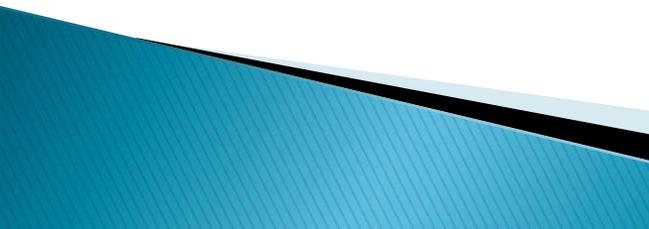


Pay-per-use business model
Initial licensing fee
Pay-per-use fee:
\$50-200 per case

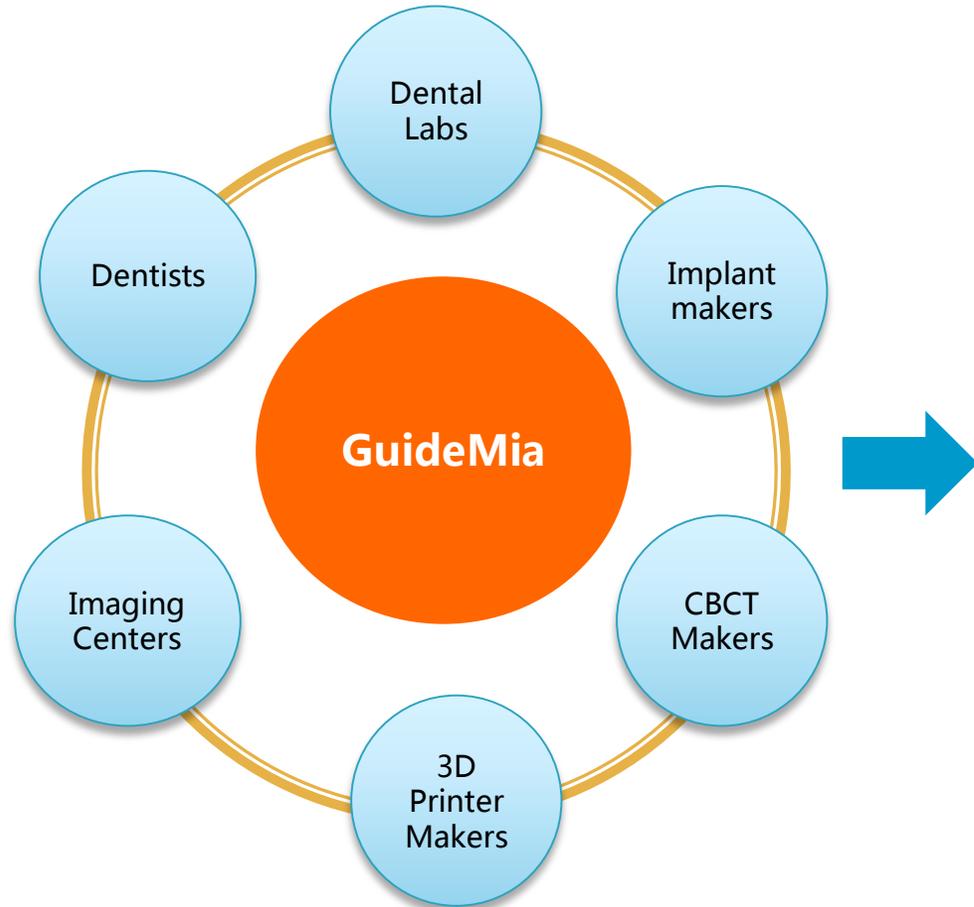
GuideMia Services



Service charge:
\$200-500 per implant case
\$800-1000 per Ortho case



Marketing: Joint forces with service providers and manufacturers



China Market

US Market

- Promote full services
- eDentistry education
- Digital center concepts to large groups and hospitals
- Working with labs to spread the services
- Supply chain expansion

Other market

Software and service business partners

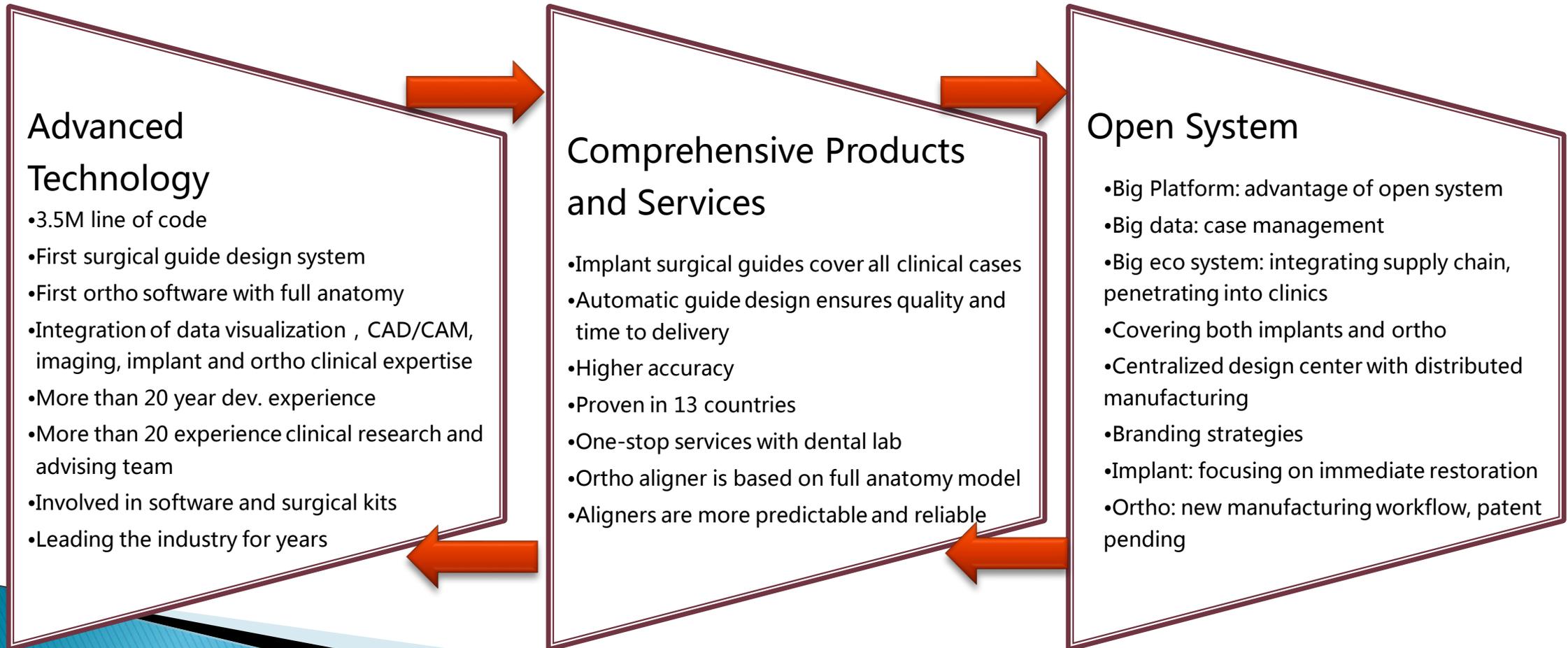
Next Step: Dental Clinics Powered by GuideMia

- GuideMia has a demonstration center in China, which is equipped with our digital solution and the doctors offer implant treatment all in one day.
- We will use both technology and finance solutions to help dental offices and hospitals establish state-of-art implant and orthodontics services. It is particularly promising in China market.

Software sold to US, China, Canada, Italy, Germany, Brazil,
Taiwan, Dominica, Uruguay, Ecuador, Costa Rico, Columbia, etc.
Distributors in China, Brazil, Korea, Italy.



Core competency: technology, products and business model



Forecast

Implant Area

- ✓ 25-40% Market share
- ✓ Serving 1M implant placement
- ✓ Serving 0.5M implant patients
- ✓ Impacting \$1B portion of the global implant market

3-5 Years

Largest global
implant surgical
guide service
provider

Leading
orthodontic
aligner
technology and
service provider

Orthodontic Area

- ✓ 10%-15% market share, 30% in China
- ✓ 20% clinics
- ✓ Serving 0.5M Ortho patients
- ✓ Impacting \$1B portion of the global Ortho market

3-5 Years

Financing

 **2.5M**



Recruiting



Service centers



Platform Development



Product R&D



Global Business
Development