

Organization

ZeoMedical LLC is a Colorado Corporation.

Revenue Model

Systems sales, wraps, accessories, consumables and subscriptions for value-add and maintenance services.

Market Potential

The Global Sports Medicine market is \$6B today, growing to \$11B by 2031.

The US Sports Medicine market is \$2.5B, CAGR 4.1%.

Beachhead market: amateur athletics training and treatment.

US Physical Therapy market is \$45B with a CAGR of 3.6%
There are 300 million US physical therapy visits per year.

Beachhead market: patient-paid therapy visits.

Momentum

- Proof of concept completed 2023
- Beta test engagements under way, started in 3Q23 towards product market fit.
- Lease financing development in progress.

ZeoMedical offers a computer controlled system for drug-free pain management using hot and cold therapy. As a programmable system, ZeoRelief™ enables sports medicine practitioners, physical therapists and others to improve performance, decrease healing times and provide lasting and repeatable pain relief by applying hot and cold therapy through temperature controlled body wraps and pads. Revenue is from systems sales, wraps, accessories, disposable pads and online subscriptions. The product is in Beta, and ZeoMedical is raising funds to accelerate its go to market program and growth.

Current Approaches Fail to Address Complex Needs

Opioid and other drug treatments for pain can be expensive and create addiction, and public awareness today may work against pain-killing drugs. As a drug-free alternative, ice and hot bags are preferred, yet are limited in their ability to deliver relief. Bags can be unwieldy, while often requiring advance planning to use in quantity, and both hot and cold bags cannot be temperature controlled once applied. Making things worse, many patients experience excruciating discomfort at the first application of an ice bag, thus “creating pain to relieve pain”. Passive cooling systems circulating cold fluids are a better approach, yet suffer from similar problems. Finally, ice and hot bag treatment protocols cannot be easily captured, categorized and repeated at different times and in different locations to enable customized treatment regimens and best practices.

The ZeoRelief™ System Difference

ZeoMedical is a programmable and self-contained thermal flow therapy system, providing drug-free pain relief treatments for arthritis, sports training, injuries and other soft tissue pain sites. Our proprietary thermal flow management system delivers hot or cold fluid to a lined, form fitting wrap designed for body areas often associated with pain, e.g. hands, knees, back, neck etc. The system can rapidly change the temperature of the fluid from very hot to very cold and back again, enabling [contrast therapy](#) and other traditional pain relief treatment regimens.

ZeoRelief™ gives practitioners the power to create and store custom therapy protocols for individual patients. As a cloud connected system, treatments can be monitored and recorded remotely, while also being saved and shared with others.



ZeoRelief™ will be sold directly to sports programs, physical therapists in offices and nursing homes through direct sales and distributors as sales grow. Projected revenues of \$32M in year 5 will make the Company an attractive acquisition target to further develop the drug-free, programmable pain relief market, increase market presence and profitability.

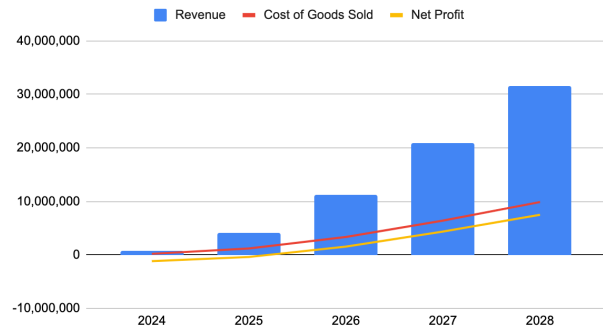
ZeoMedical LLC Executive Summary

Use Cases

An athlete requires the best training coupled with the most efficient use of their time. By controlling temperature at critical body points, in repeatable timed sequences, coaches learn and share knowledge on how to get the most from their training regimens. During competition, both heating and cooling may be used on demand to provide drug free performance improvements.

Arthritic hands suffer excruciating pain when immersed in ice-cold water. For seniors and others with arthritic conditions, using a programmable profile enables a controlled, slow chilling process. Patients do not suffer, yet receive the benefits of hot and cold therapy to flush pain from arthritic sites.

Revenue, Cost of Goods Sold and Net Profit



Leadership

Mike Scata, CEO: 30 years in Executive Management, retired CPA and director positions in start-up companies.

Brian Hepp, Board: 20 years executive management and director positions in start-up companies.

Steve Markel, Board: 30 years Executive Management in the financial industry and director positions in start-up companies.

Guy Cascella, Board: 30 years Executive Management in the financial industry and director positions in start-up companies.

Markets and Market Messages

[According to the CDC](#), by 2040 an estimated 78.4 million adults aged 18 years and older (25.9% of the projected total adult population) will have doctor-diagnosed arthritis, compared to the 58.5 million adults in 2016–2018 (23.7%).

The osteoarthritis therapeutics market size accounted for USD 8.28 billion in 2022 and it is expected to hit around USD 20.24 billion by 2032, expanding at a CAGR of 9.4% from 2023 to 2032 ([Precedence Research](#)).

The sad outcomes from [the opioid epidemic](#) and the dangers of pain-killing drug addiction are now in the public consciousness. Our marketing messages will compare and contrast these dangers against the benefits of drug-free pain relief from our therapeutic system.

We will emphasize enhanced activity, health, wellness and comfort, while sending strong messages to our sports and therapy customer segments showing enhanced income, increased service levels, workflow efficiency and greater potential for business growth.

Customer Reactions and Progress

We have demonstrated our Beta product to sports trainers and physical therapists, receiving positive reactions and feedback. Key learning from visits to date: they have not seen a product like ZeoRelief™ in the marketplace, they believe in the benefits of contrast therapy and its quick healing properties, and ZeoRelief™ is an inexpensive means to introduce programmable therapy into their work.

Contact: Mike Scata • mike@zeomedical.com • (303)579-1643