



A Paradigm Shift in Minimally Invasive Surgery

Aquarius Surgical Technologies: Disrupting the Medical Industry One Laser At a Time

Aquarius Surgical Technologies (CSE: ASTI) should be on the radar of all savvy investors. The company has developed **unique medical laser systems**, FDA approved, to treat various medical conditions that affect millions of people across the globe, such as prostate enlargement, kidney & bladder stones and incontinence.

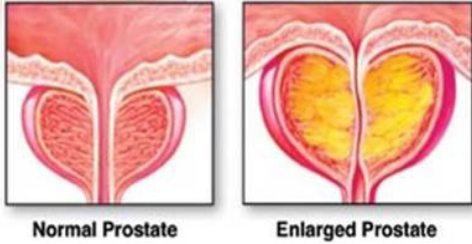
ASTI's cutting-edge technology is a major shift away from standard treatment of the mentioned issues, i.e. surgery and medication. The laser treatment is minimally invasive, affordable and poses fewer complications and risks. In addition to that, the lasers are portable and do not take up much space, which is something the

hospitals and clinics would definitely appreciate. They plug into a regular electrical outlet (110v) and don't require any special electrical hook-up.

The laser machines work with a single-use **fiber**, much like blades in a razor. This provides recurring revenue for ASTI. Currently the fibers are marked up 120%, but the profit margins will increase even further once they are manufactured in larger volumes.

The laser systems were developed by leaders in the medical devices industry.

Laser BPH Market

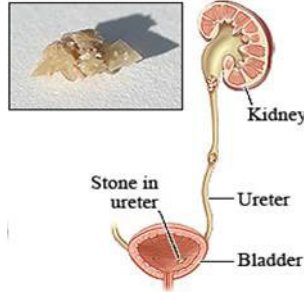


43

Million Men

\$5.5B

Laser Urinary Stone Market



30

Million People

\$21.3B

Laser Incontinence Market



31

Million Women

\$16.3B

TOTAL ESTIMATED US MARKET: \$40B+



Gordon Willox, Founder and President, has been in the laser industry for 36 years and has personally invested several millions of dollars into the development of the lasers manufactured in Europe. He is particularly enthusiastic about the products: "These lasers are a major breakthrough in the way we treat a number of widespread medical problems, beneficial for patients, doctors and medical facilities, and they have the potential to generate billions of dollars. It's certainly a rewarding business to be in."

The Board includes two doctors: the Chief of Urology at Holyoke Medical Center and the Founder and Chairman of the Medcan Clinic.

Clinical Use

ENLARGED PROSTATE

Millions of men suffer from prostate issues annually, and BPH (Benign prostate hyperplasia) affects more than 43 million men just in the US alone.

Minimally invasive, affordable and poses fewer complications & risks

ASTI's new laser helps cure this condition accurately and quickly without the need for scheduled surgery or continuous medications. Traditional surgery has inherent risks. Constant medications use can lead to other problems within the human body, and can also cause serious side-effects.

The use of ASTI's laser can effectively treat BHP with a minimally invasive procedure that is done under a local or general anesthetic. The recovery is faster. The treatment time is shorter. It allows patients to return to their daily lives quicker and more effectively than with traditional surgery.

KIDNEY & BLADDER STONES

More than 30 million people in the US suffer from kidney and bladder stones. Traditional treatments (such as shockwave) are not always effective and expensive to maintain.

ASTI's new technology allows for greater precision, short treatment time and improved safety. The treatments are minimally invasive and the machine can be used for outpatient treatment.

INCONTINENCE

Over 31 million women in the US suffer from incontinence. Traditional treatments have been pads or surgery. The pads are expensive and inconvenient and would be required permanently. Surgery can lead to further complications and health risks.

ASTI's new laser system can have the procedure done in 5 minutes, with no anesthetic and no further treatments required.

Market Potential

ASTI's technology offers strong market potential in today's medical world where laser technology industry is predicted to be worth billions of dollars in the near term. The company is currently generating revenue from sales and this is expected to increase additionally each year going forward.

Currently there are 10 distribution contracts signed with the projection of many more distributors per year. Insurance reimbursement codes are already in place and this creates a positive financial impact and incentive for doctors and clinics.

ASTI has been well-received in both **Canada** and the **US**.

The company attended the Canadian Urology Association Annual Meeting last June and received overwhelming positive reaction to its minimally invasive laser system to treat prostate (BHP) problems. Three Canadian hospitals, including one of the most acknowledged and respected teaching hospitals in Toronto, are already committed to implement the laser system. ASTI will be attending the Canadian Urology Association again in late June-July 2019 and will have an Exhibitor Booth and a sponsored workshop.

Last year, the company started negotiations with one of the leading manufacturers and distributors of surgical instruments to the urology marketplace in the US, as well as negotiations with one of the largest medical equipment mobilizers providing technology solutions and personal support to multiple medical disciplines across the States. The potential partnership would be enormous with thousands of active contracts and hundreds of technicians across the country.

Down the road, ASTI could also be an acquisition target by established medical companies (such as Boston Scientific, Bard, Cooke, or Olympus). When looking at comparisons in the industry, Hologic recently acquired Cynosure for approximately \$1.6 billion USD in 2017. There was also an earlier purchase by Boston Scientific, which acquired AMS Urology's portfolio for \$1.6 billion USD back in 2015.



Investment Thesis

Aquarius Surgical Technologies has developed **disruptive technology** which could revolutionize the way some common medical conditions are treated.

The laser machines are portable. They provide for minimally invasive treatments. They are cost effective and affordable. The time frames of treatments are drastically reduced to minutes instead of hours or days. All this makes ASTI's technologies attractive to patients, doctors and medical facilities – and thus to investors as well.

The laser systems are **poised for rapid growth** in both Canada and the US, and more market penetration to other global markets could evolve going forward.

We recommend having a close look at ASTI now, as this could be a rewarding long-term investment in your portfolio.

ASTI's Business Model

“Razor Blade: recurring revenue:

- BPH - on average 7 procedures per month
- Urinary stones - on average 10 procedures per month
- With at least one fiber per procedure



BPH Laser



57%
Mark-up

Urinary
Stones Laser



83%
Mark-up

Fiber



120%
Mark-up

Incontinence
Laser



225%
Mark-up

Product Cost: \$200 | Product Sell: \$500

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Compensation for this article came from our monthly fees. CHF Capital Markets Inc. and Cathy Hume, CEO, own shares of ASTI.

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