

Newsletter 1/2015

1. Closed Suction System (CSS)

[IP protection](#)

In December 2014, Airway Medix S.A. (the Company, Airway Medix) received a notification that the Chinese 10-year protection utility model patent for CSS has been granted. The notification is related to the first Patent Cooperation Treaty (“PCT”) application on CSS.

The utility model patent is for 10 years, as opposed to the 20 years protection for a regular patent. Nevertheless, a utility model is both faster to grant and much harder for competitors to fight.

We were able to file a utility model patent on a very broad structural concept of the CSS defined as three functionalities in one (a suction system, an irrigation system and a balloon). As such, it will be challenging for the competitors to manufacture and/or sell copies of CSS in China.

Such IP strategy is perceived as a more effective way of protecting inventions in China, when compared to a standard local patent route.

[AMBU A/S \(AMBU\) Partnership](#)

As reported in the previous newsletter, the Company received the Initial Purchase Order from the strategic partner - AMBU on 22 December 2014. Given the Company is currently working on a longer shelf life of its products, partial fulfillment of the order is planned before 16 January 2015.

The training of AMBU management, including product managers, as well as sales and country managers was completed in December 2014 and received very good feedback. The training of AMBU’s sales representatives in Italy and Spain will commence in January.

In the meantime, additional informative, supportive marketing materials were produced for AMBU. This included, among others, white papers with mechanical tests and assembly instruction posters.

Airway Medix completed its part in composing the regulatory registration submission file for obtaining the marketing approval of the Australian Ministry of Health. AMBU is now expected to finalize the regulatory registration with the aid of AMBU Australia personnel.

[Research and Development \(R&D\) progress](#)

The team of Biovo Technologies, Ltd (Biovo), the R&D subsidiary of Airway Medix, is working to freeze the design and reduce the production costs of CSS. Both goals are close to completion. In recent months, the Biovo team has been working on the improvement of the irrigator and the distal end of the CSS catheter. All works are done in close cooperation with the key opinion leaders in this field.

The clinical trials in Israel are expected to be completed in the coming weeks. As of the date of this communication 62 out of 80 expected patients enrolled to the clinical trials. The preliminary, unofficial feedback is more than positive. The official publication is expected in second quarter of 2015.

2. Oral care (OC)

[OC Project Coordinator](#)

The Company hired a new project coordinator for Oral Care product, Ms Inbal Escholi. She will work in close cooperation with the inventors, Oron Zachar and Elad Einav, in order to finalize the prototype and start evaluation trials later this quarter. In the meantime the new prototyping studio was contracted by Biovo Technologies.

[Strategic Cooperation](#)

As a follow up to the networking meetings with potential strategic partners at the American Association for Respiratory Care (AARC) congress that took place in Las Vegas in December 2014, video calls with a wide group potential partners were scheduled for mid and the end of January. The main objective of the video calls is to identify a potential strategic partner whose strategic interest lies within the development of the OC products designed for the Intensive Care Unit (ICU) treatment and is interested in promoting the growth of such a product line.

Furthermore, Airway Medix team is collecting feedback and developing a strategy that will lead to signing a deal with the most appropriate strategic partner.