









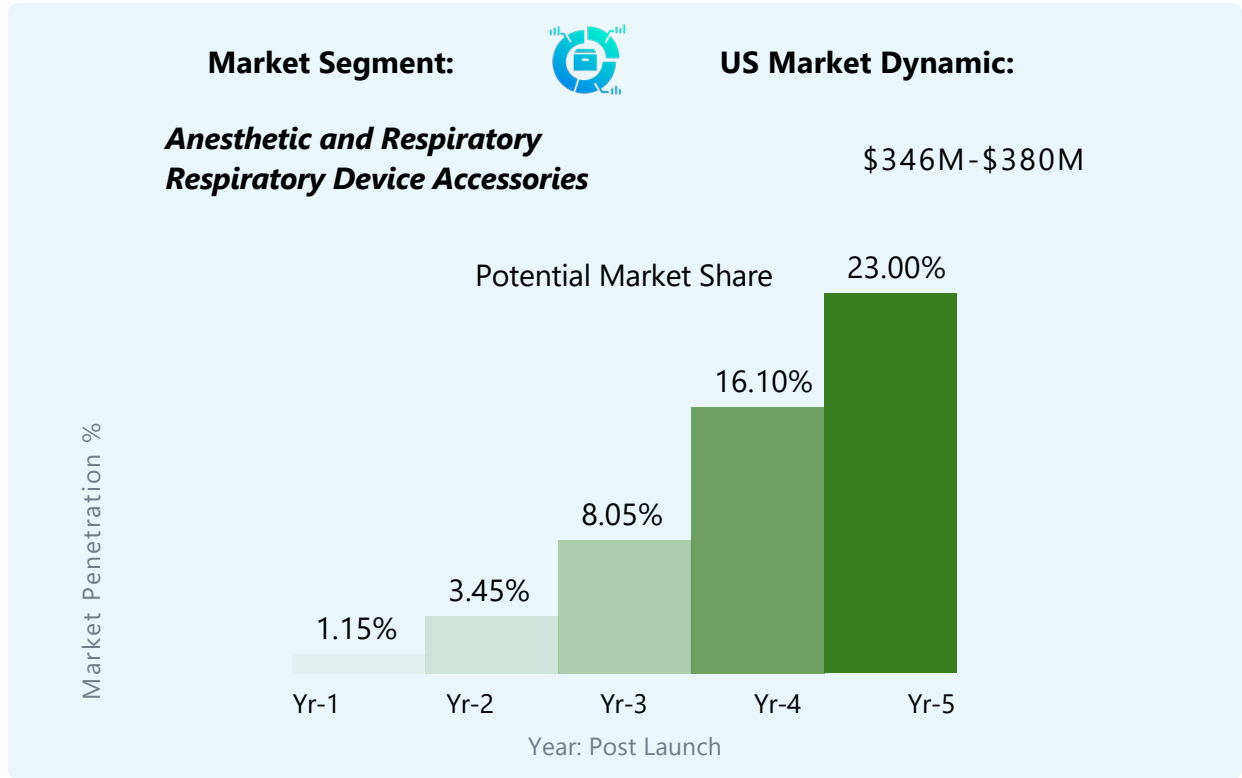
# Apreo Health: Analysis (Summary View)

## Assessment Output

<b>Team:</b>		★★★★★ Multiple successful MedTech entrepreneurs
<b>Clinical Need:</b>		★★★★★ Very Strong
<b>Competition:</b>		★★★★★ First Mover
<b>Technical Challenge:</b>		★★★ Moderate
<b>Patent:</b>		★★★★ Good patent portfolio
<b>Financing:</b>		★★★★ Well-funded to reach milestones
<b>Regulatory:</b>		★★★★ Running pivotal trial
<b>Reimbursement:</b>		★ No Code / Unlisted Codes

## Opportunity Rollup









**Odds of Success:**  **70 %**



### Key Takeaway:

Apreo Health's BREATHE Airway Scaffold offers a novel, minimally invasive solution for severe emphysema, addressing a significant unmet need in respiratory care.

# Apreo Health: Assessment Details

<b>Team:</b>		Multiple successful MedTech entrepreneurs: The company's leadership team comprises individuals with significant backgrounds in pulmonary medicine and medical device development, indicating a strong foundation for advancing their medical technologies.
<b>Clinical Need:</b>		Very Strong: Given the high prevalence of severe emphysema and the limited treatment options currently available, there is a significant opportunity for effective interventions like the BREATHE Airway Scaffold.
<b>Competition:</b>		First Mover: By introducing a unique, minimally invasive solution for severe emphysema, Apreo Health differentiates itself from current market offerings, potentially capturing a significant market share.
<b>Technical Challenge:</b>		Moderate: The development of the BREATHE Airway Scaffold involves overcoming technical hurdles related to device design, delivery mechanisms, and patient variability to achieve optimal outcomes.
<b>Patent:</b>		Good patent portfolio: Holding patents for the BREATHE Airway Scaffold enhances Apreo Health's market position by protecting its innovative approach to treating severe emphysema.
<b>Financing:</b>		Well-funded to reach milestones: The successful Series B financing round provides the necessary capital for Apreo Health to conduct pivotal trials and initiate early commercialization efforts for the BREATHE Airway Scaffold.
<b>Regulatory:</b>		Running pivotal trial: Initiating the BREATHE-3 pivotal trial demonstrates Apreo Health's commitment to obtaining regulatory approval and bringing the BREATHE Airway Scaffold to market.
<b>Reimbursement:</b>		No Code / Unlisted Codes: Without established reimbursement pathways, healthcare providers and patients may face challenges in accessing and affording the BREATHE Airway Scaffold, potentially impacting its market penetration.

# Apréo Health: Additional Details

**Location:** Menlo Park, California

**Website:** <https://apreohealth.com>

**Founding Year:** 0

## Description

Apréo Health is a clinical-stage medical device company based in Menlo Park, California, specializing in developing innovative treatments for severe emphysema. Their primary product, the BREATHE Airway Scaffold, is a bronchoscopically delivered implant designed to relieve lung hyperinflation by releasing trapped air in patients with severe emphysema. The company recently closed a \$130 million Series B financing round to support pivotal trials and early commercialization efforts. For more information, visit their website at <https://apreohealth.com/> or their LinkedIn page at <https://www.linkedin.com/company/apreo-health>.

## Leadership

- Karun Naga: CEO 

## Investors

- Bain Capital Life Sciences
- Norwest
- F-Prime
- Intuitive Ventures
- Lightstone Ventures
- Sant Ventures

# Apreo Health: Strength and Weakness

## Strength

**Team:**



The leadership's extensive experience in MedTech positions the company favorably for innovation and execution.

**Clinical Need:**



The substantial unmet need in treating severe emphysema underscores the potential impact of Apreo Health's innovations.

**Competition:**



The innovative nature of the BREATHE Airway Scaffold positions Apreo Health as a leader in the field.

**Patent:**



The company's proprietary technology provides a competitive edge in the market.

**Financing:**



The substantial funding enables the company to advance its clinical programs and prepare for market entry.

**Regulatory:**



Progressing to a pivotal trial indicates significant advancement in the regulatory pathway.

## Weakness

**Technical Challenge:**



While the technology is promising, ensuring consistent efficacy and safety across diverse patient populations remains a challenge.

**Reimbursement:**



The absence of reimbursement codes may hinder initial adoption and accessibility.

# Apréo Health: Competition and Exit Option

## Strategic Competitor

Pulmonx - Zephyr Endobronchial Valve  
Olympus - Spiration Valve System

## Startup Competitor

Nuvaira - Lung Denervation System

## Exit Option

Medtronic  
Boston Scientific

### Key Takeaway:

-Apréo Health's innovative approach positions it favorably among existing treatments, with potential for strategic partnerships or acquisition by major medical device companies.

# Apreo Health: Industry Headwinds and Tailwinds

## Tailwinds

- Global COPD prevalence projected to reach 328 million by 2030.
- Emphysema cases in the U.S. estimated at 3 million.
- Minimally invasive procedures growing at 10% annually.
- FDA Breakthrough Device Designation expedites approval processes.
- Increased funding in respiratory device startups, totaling \$500M in 2025.
- Aging population leading to higher incidence of respiratory diseases.
- Advancements in bronchoscopy improving treatment delivery.
- Growing awareness and diagnosis rates of COPD and emphysema.

## Headwinds

- High development costs for medical devices, averaging \$94M.
- Regulatory approval timelines averaging 3-7 years.
- Reimbursement challenges due to lack of established codes.
- Competition from established treatments with proven efficacy.
- Limited patient access to specialized interventional pulmonology centers.
- Potential complications associated with implantable devices.
- Economic downturns affecting healthcare spending.
- Physician adoption rates influenced by clinical trial outcomes.

## References

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