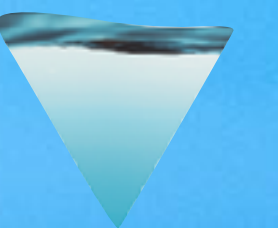




INVESTOR PRESENTATION &
PARTNERSHIP PROPOSAL

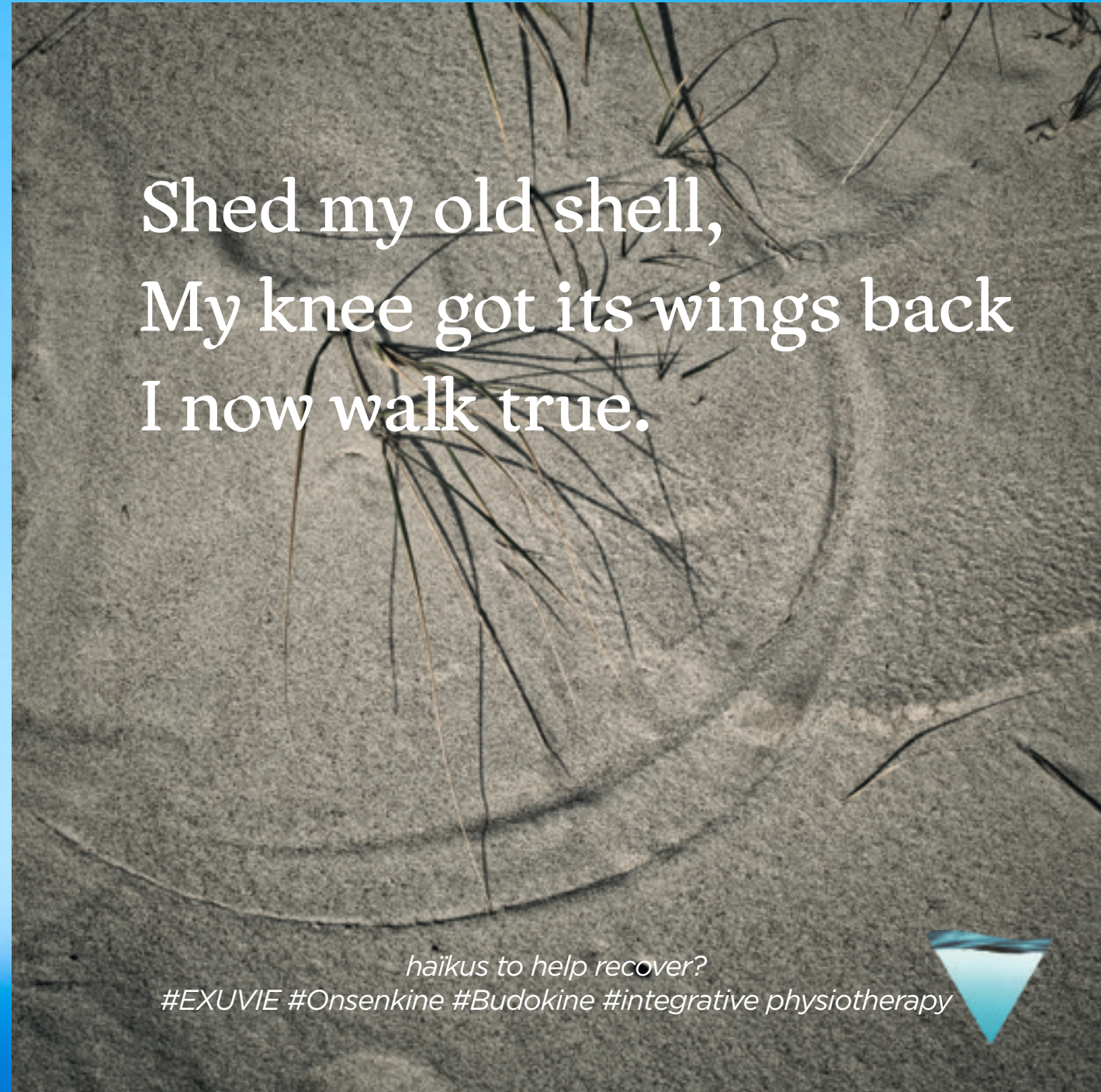


PART₁) PRESENTATION of ΕΧUVI3



EXUVI3 IS...



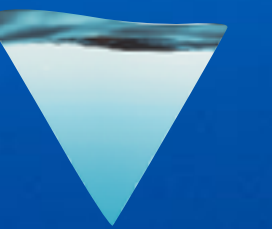


Shed my old shell,
My knee got its wings back
I now walk true.

haikus to help recover?
#EXUVIE #Onsenkine #Budokine #integrative physiotherapy



CONCEPT



A PHILOSOPHY



ΕΧΟΥΝΙΣ

ΕΧΥVΙ3

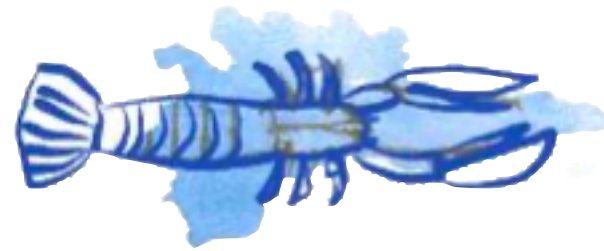


WHY DOES THE LOBSTER LIVE >100 YEARS?

EXUVI3

EXUVI3 IS A PHILOSOPHY:

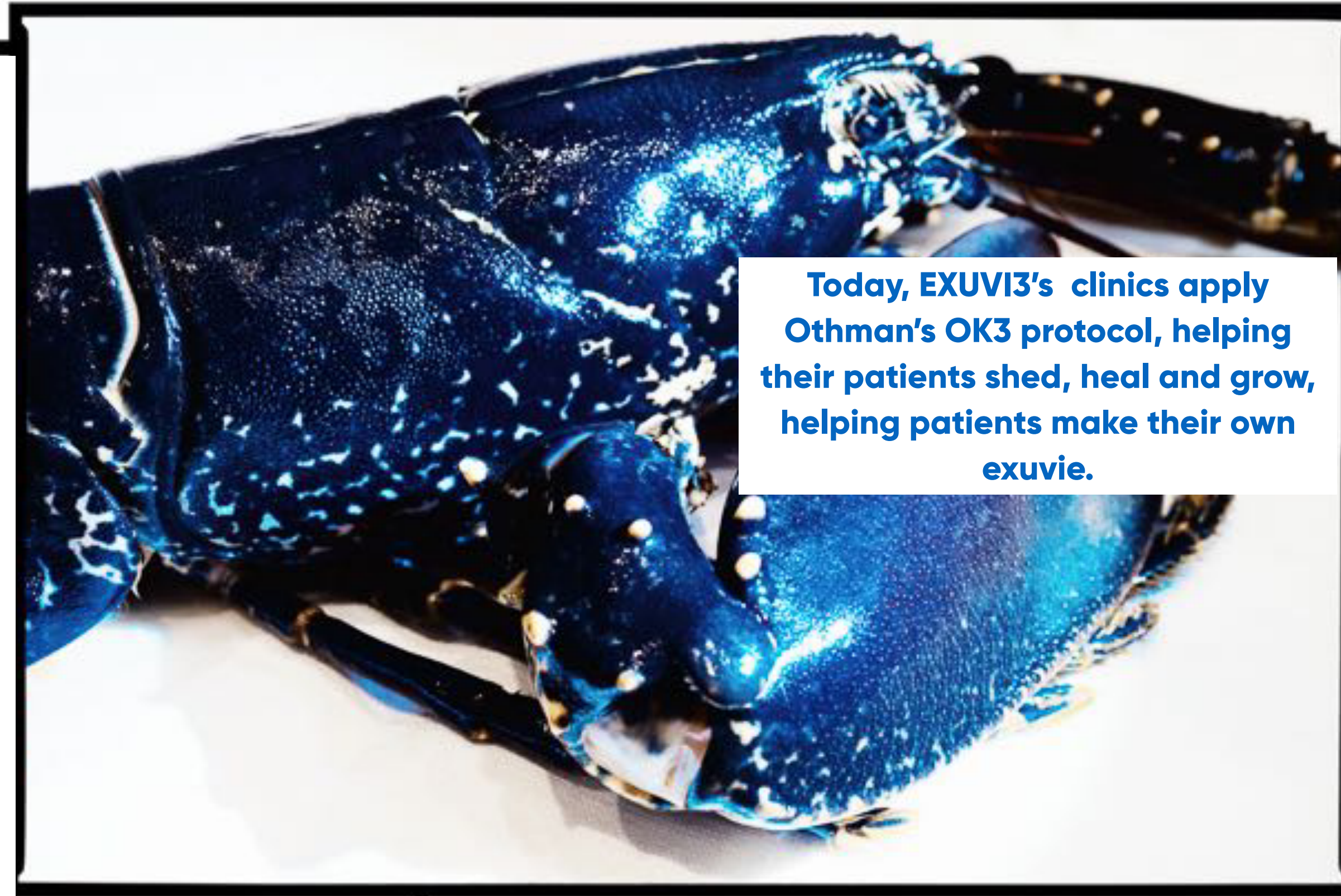
Pain is a signal to grow,
not a symptom to hide.



This is why the lobster lives over
100 years, making his "exuvie"
when he feels pain, changing,
growing stronger.

This is why our patients progress,
instead of fading.

This is what drove Olympic judoka **Othman El kostiti** to
found EXUVI3. After a career-ending knee injury,
Othman became a licensed physiotherapist and
started spreading the EXUVI3 approach among
patients and HC professionals



Today, EXUVI3's clinics apply
Othman's OK3 protocol, helping
their patients shed, heal and grow,
helping patients make their own
exuvie.



an innovative medical project
to help 700M patients



EXUVI3

PROVIDE

3X+ care

3X+ patients



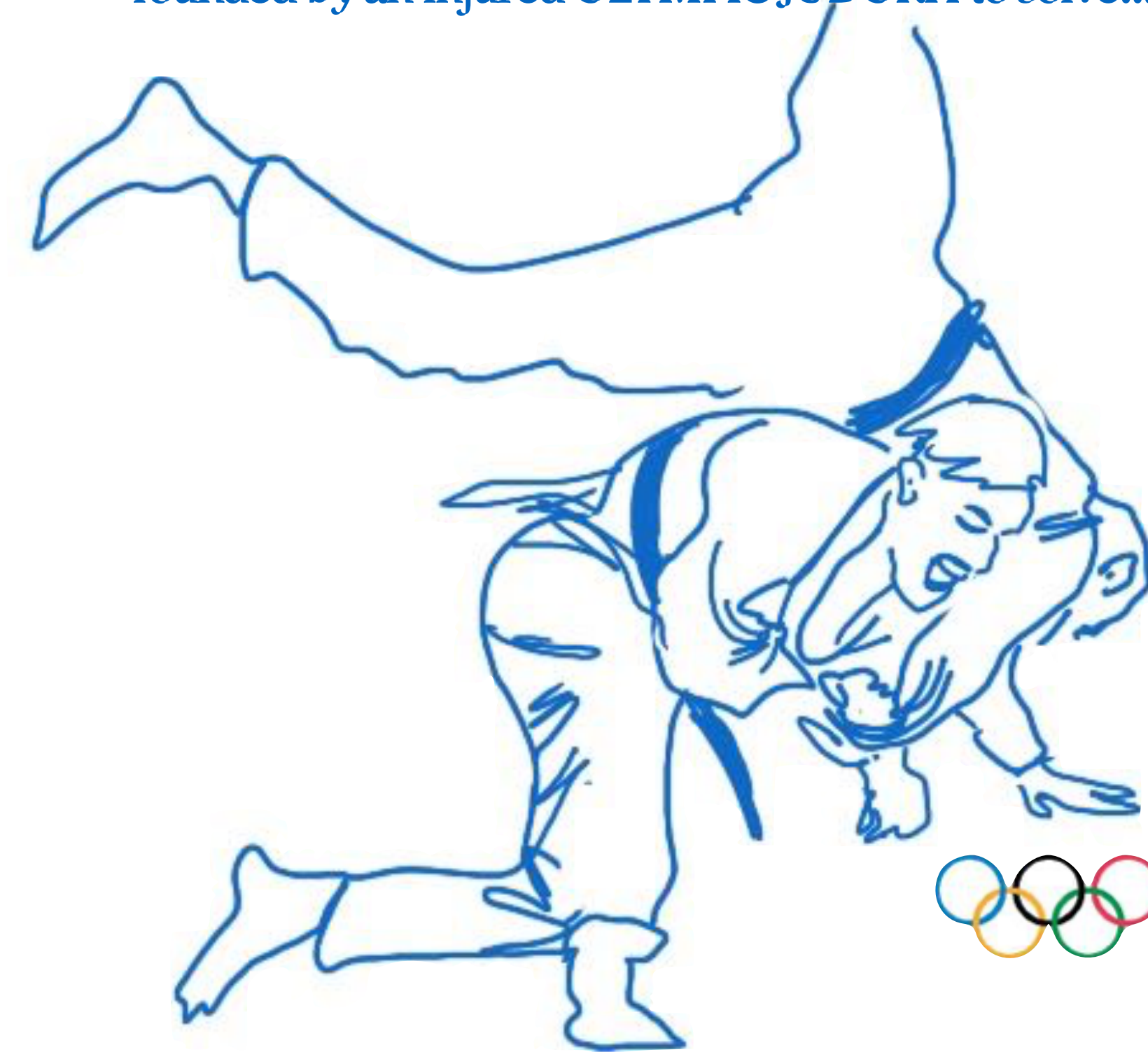
EXUVI3

3X- cost

A CHAIN OF PHYSIOTHERAPY CLINICS,
A LIVING INTEGRATIVE SYSTEM



founded by an injured OLYMPIC JUDOKA to solve...



THE PROBLEM



PHYSIO > CANCER
< 30% HEALING

Musculoskeletal PAIN costs more than cancer,
YET PHYSIOTHERAPY IS STUCK IN THE 1970s:
limited access to limited care : 20mn session
unchanged medical protocols and Cx
no social support to patients

MARKET

**Chronic pain sufferers, seniors,
injury, post-operative...**
**25% of the world population
need physiotherapy**

TAM TOTAL ADDRESSABLE MARKET

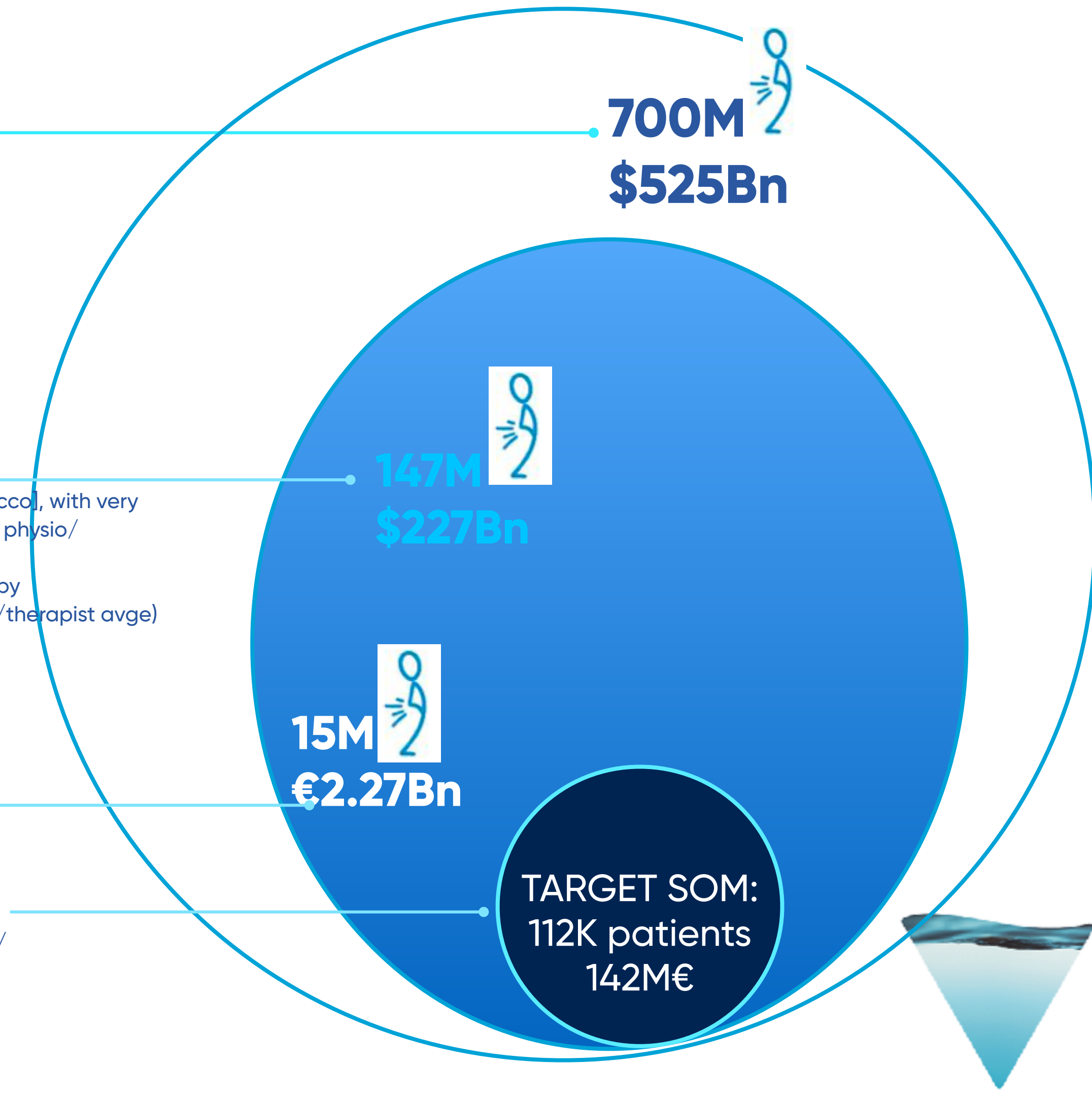
≈25% of the world's 8Bn people need physiotherapy;
of these 30-40% have healthcare access
=> 700 M people
Physiotherapy costs 500-1000\$ per
patient per year on average => \$525Bn/year

SAM SERVICEABLE AVAILABLE MARKET

* Our target markets: EU + USA + [Qatar + Oman + Morocco], with very
different accesses to HC (from 20% to 90%) and costs of physio/
patient/year (\$100 to \$3000)
* Real HC access is limited by affordability of care, and by
infrastructure/capabilities limitations (≈ 120 patients/y/therapist avge)

SOM SERVICEABLE OBTAINABLE MARKET

* Our target market share /Portion of SAM that can realistically be captured
≈10% of SAM => 15M people, \$2,27Bn
* CROSS CHECKING: But limited by our capacity of [1000 patients / Kine Salon/
year x hypothesis of N=100 Salons in 5 years X average cost of 1000\$/patient/
year ≈ 100M\$] + [N=20 TELEXUVIE studios x 600K€/y/studio, for N=600 patients /
year each ≈ 12M€] + [N=10 EXUVIE HEALTH VILLAS x 3M€/year/villa , for N=300
patients/year ≈ 30M€]



THE SOLUTION

EXUVI3



REINVENT PHYSIOTHERAPY,
USING THE BLUE ZONE MODEL

BLUE ZONES: live >100 *healthy* years

Loma Linda, California

Sardinia, Italy

Ikaria, Greece

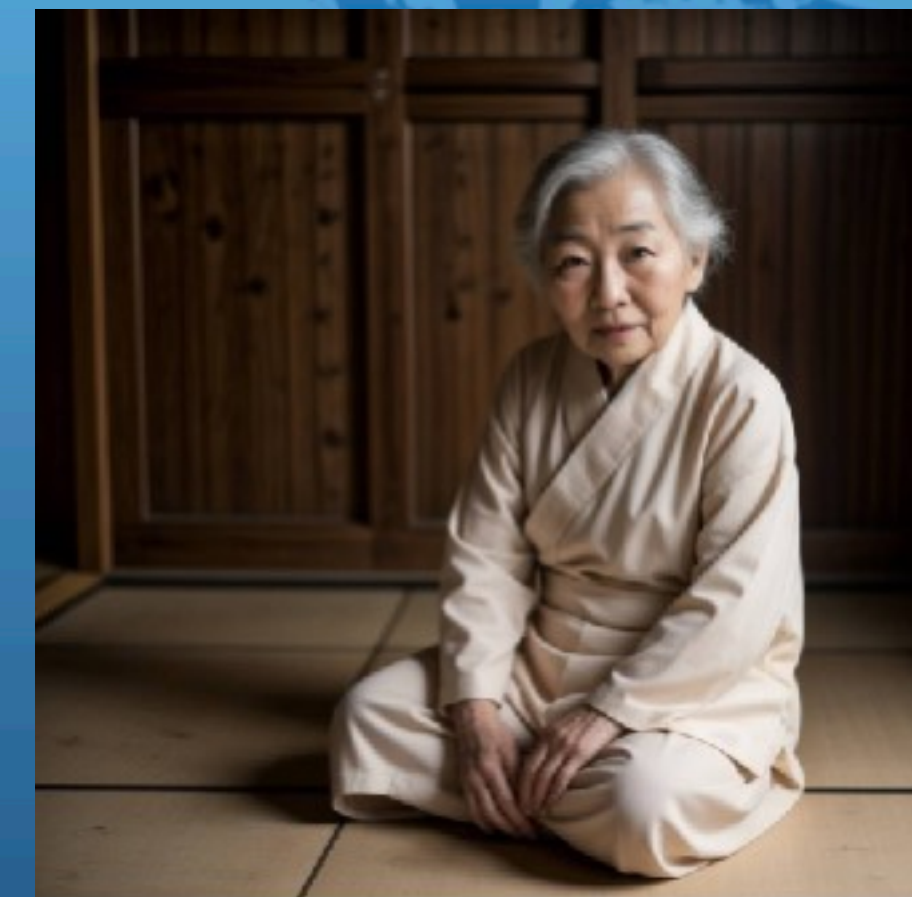
Okinawa, Japan

Nicoya, Costa Rica

THEIR SECRET?

1. MOVEMENT

2. SOCIALIZATION



OKINAWA, JAPAN

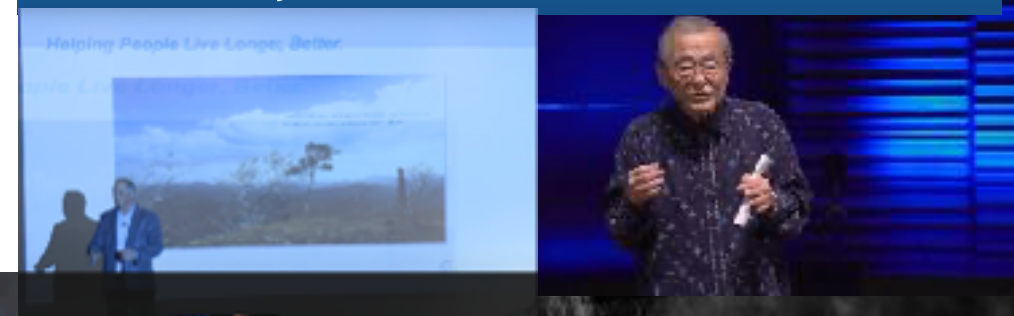


sit in seiza from 4 to 104, with her **"MOAI"**
(support group, since high school) =
MOVEMENT + SOCIAL SUPPORT



**"ISOLATION
IS THE MOST DANGEROUS
RISK FACTOR"**
(Pr Suzuki, Okinawa)

Pr Makoto Suzuki, 93, MD, PhD
40 years researching Blue Zones
conferences in Dubai, France, Thailand...
3 months/year



IKARIA, GREECE



400 steps to "ΚΑΦΕΝΕΙΟΝ" to have coffee
with childhood friends =
MOVEMENT + SOCIAL SUPPORT

THE SOLUTION

REENGINEER PHYSIOTHERAPY,
DISRUPTING THE [1 PATIENT/1 HC PRO/1 ACT]
PARADIGM



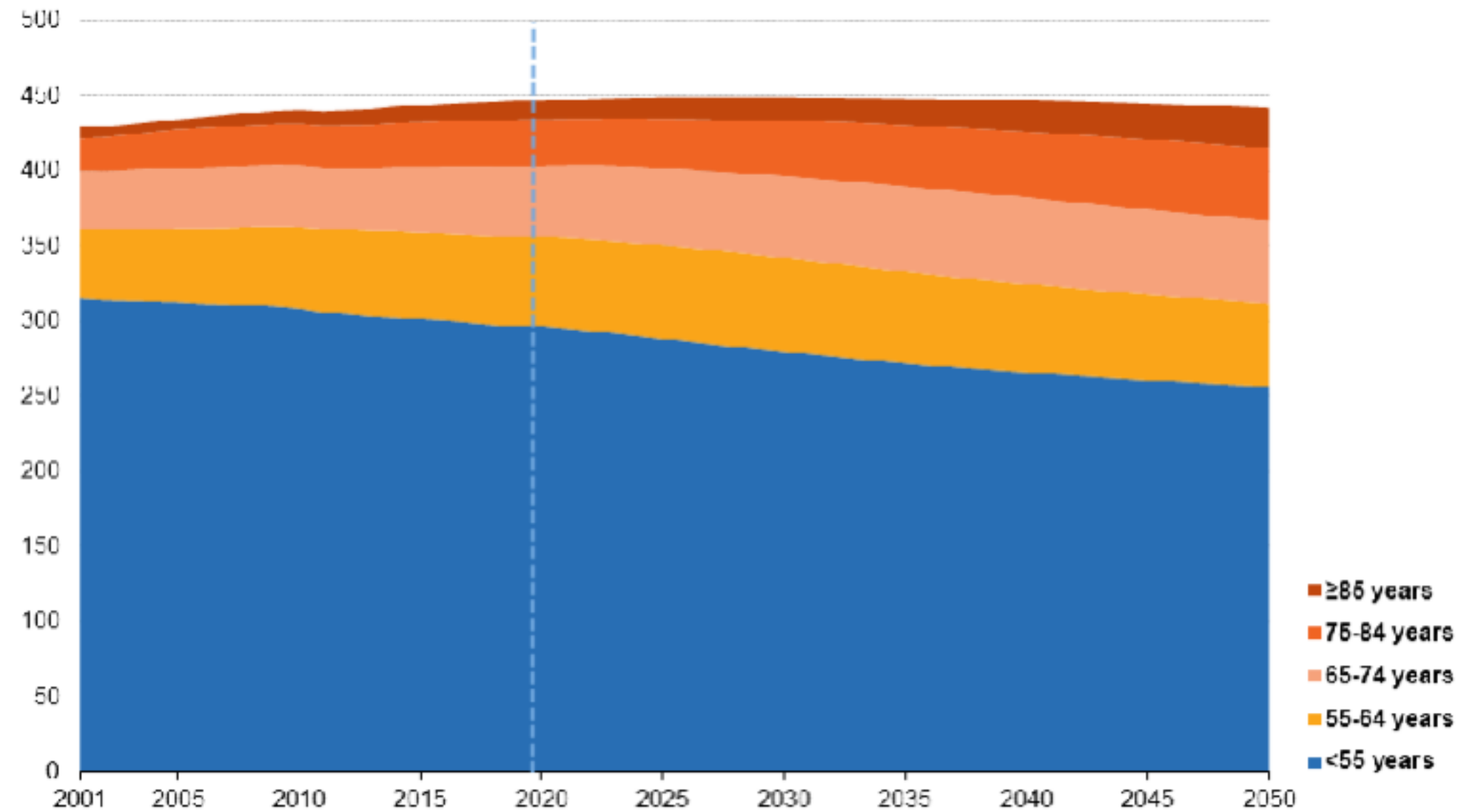
X3=



WHY NOW?

DEMAND SIDE: Aging population, rise of chronic pain
Patients have changed and demand holistic care

Population developments, by age class, EU-27, 2001-2050
(million inhabitants)



OFFER SIDE: Hotels, transports... what about healthcare?
NOW is the time to reengineer HC Process and CX

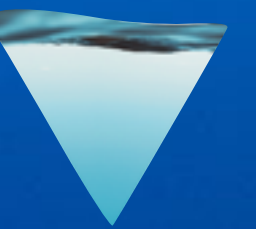


The frog of doubt
leaps into the present;
silence: movement.

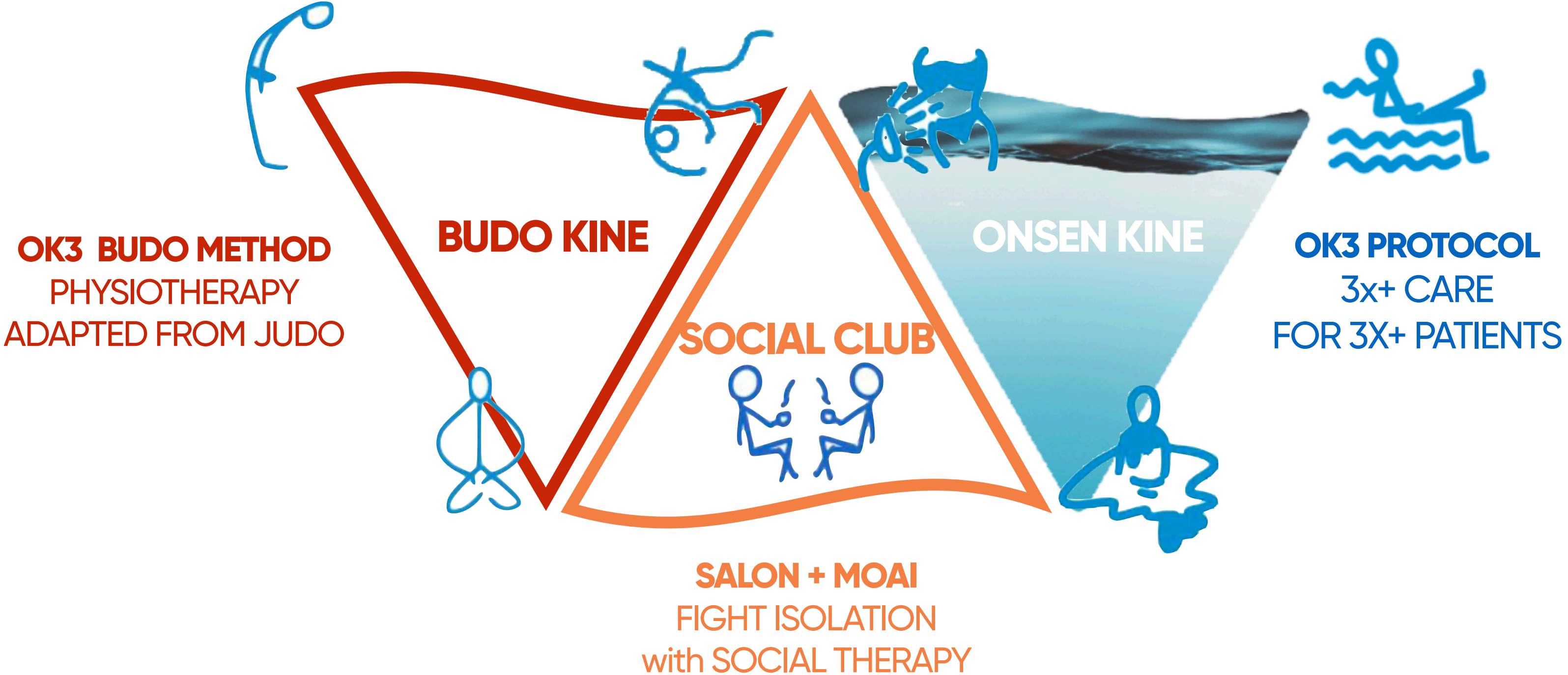
haikus to help recover?
#EXUVIE #Onsenkine #Budokine #integrative physiotherapy



VISION & PRODUCT



TODAY



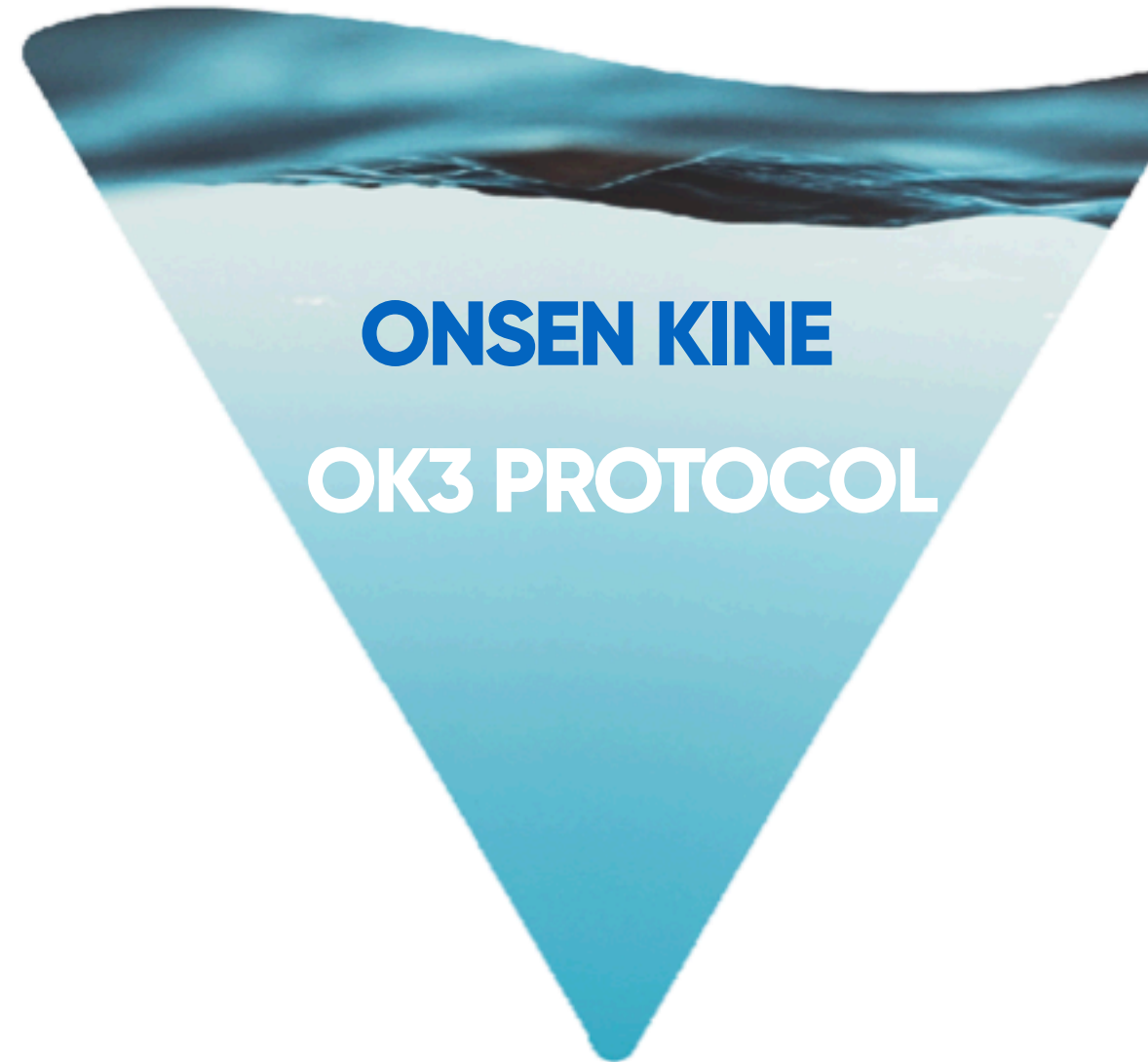
1 center PARIS

>200 PATIENTS per day

**THE HEART OF EXUVI3:
3x+ CARE FOR 3X+ PATIENTS
at no extra cost**



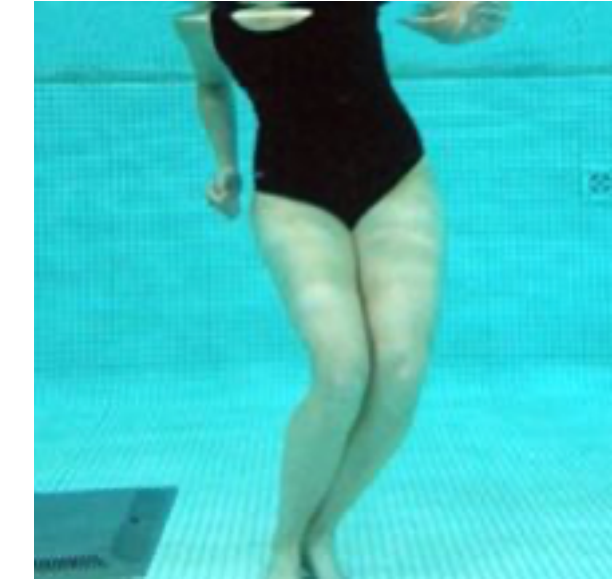

hydromassage
15mn



ONSEN KINE
OK3 PROTOCOL



balneotherapy
(aqua physiotherapy)
30mn



60mn of triple therapy
for the cost of a 20mn
physiotherapy session,
thanks to reengineering




fangotherapy
15mn

"SOCIAL CLUB" : A THERAPEUTIC SOCIAL SUPPORT



A PLACE/ "HARDWARE": SOCIAL SALON

- ~~waiting room~~
- exergames
- meeting spaces
- welcome bar
- "theater workroom"

SOCIAL CLUB:

SALON + 'MOAI' support groups



A SYSTEM/ "SOFTWARE": MOAI

- social engineering + MOAIs:
 - "Medical Happy Hours" : patients/carers interface
 - therapeutic karaoke, joint celebrations...
 - patient projects: movement festival

AN IKIGAI/ PHILOSOPHY: Pr Suzuki/ BLUE ZONES

"never retire"
"Isolation is the most dangerous risk factor"



"BUDO KINE" : A JUDO INSPIRED PHYSIOTHERAPY

CREATED BY OTHMAN ELKOSTITI, OLYMPIC JUDOKA

1/ PREPARATION



BAREFOOT + TATAMI

Feel the ground, use toes
Develop proprioception
No fear of the ground/falling



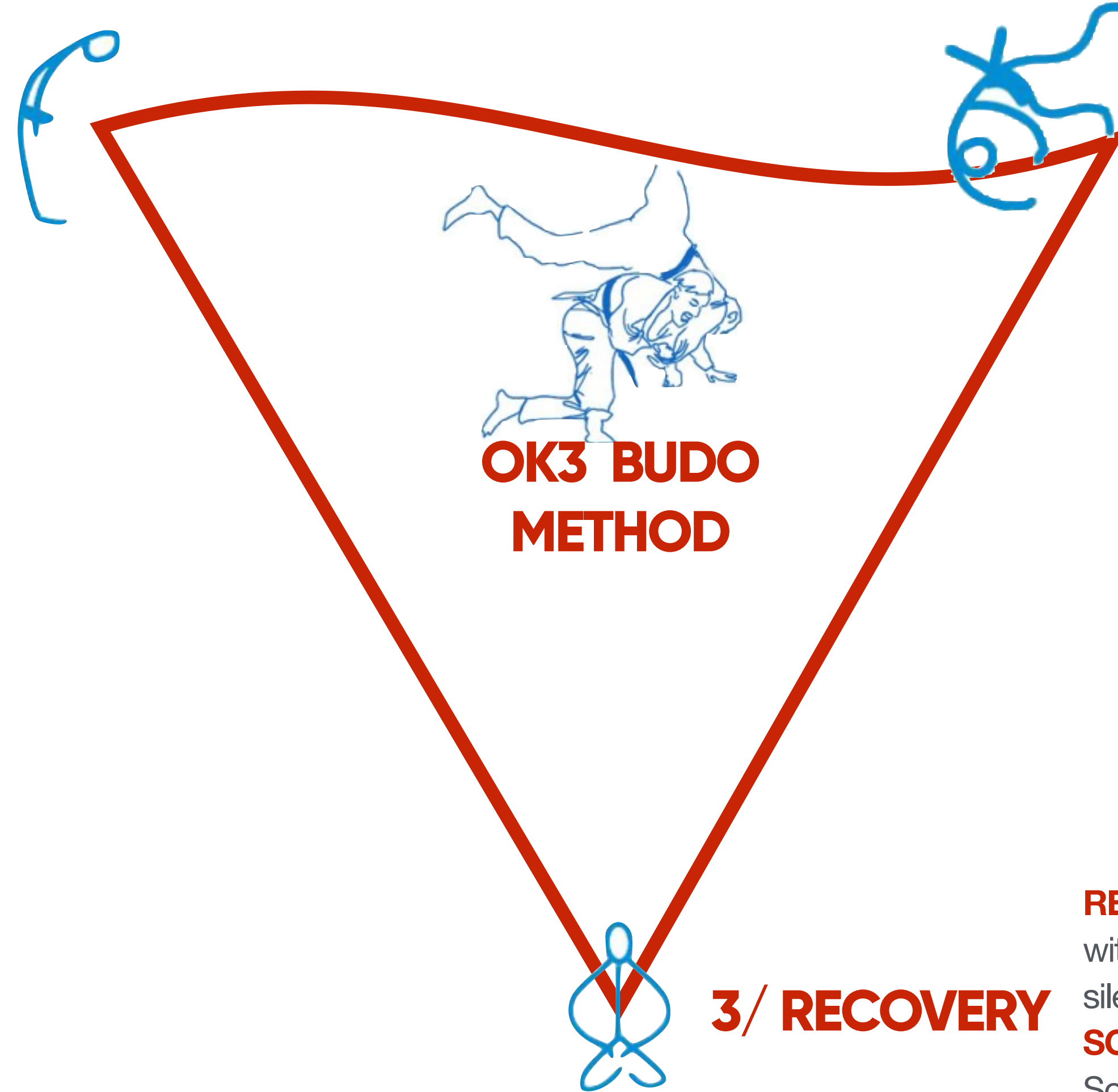
POSTURE:

STRAIGHT BACK / "Samurai walk"

TRANSITION:

GEAR: KIMONO + "OBI KINE"

Dorsal support belt + plate
+ "MOCUSO" instant meditation:
full conscious / focus
+ **SALUTE** dojo, therapist, patients



OK3 BUDO METHOD

2/ ACTION

FALLING:

Learning to fall in safe environment:
"Fall Simulator": tatami prototype
+ how to avoid falling / get back up

KATA KINE:

Codified exercises on tatami,
developed by Othman Elkostiti

CONNECTED i-TATAMI:

Also used at home /off-site by patients

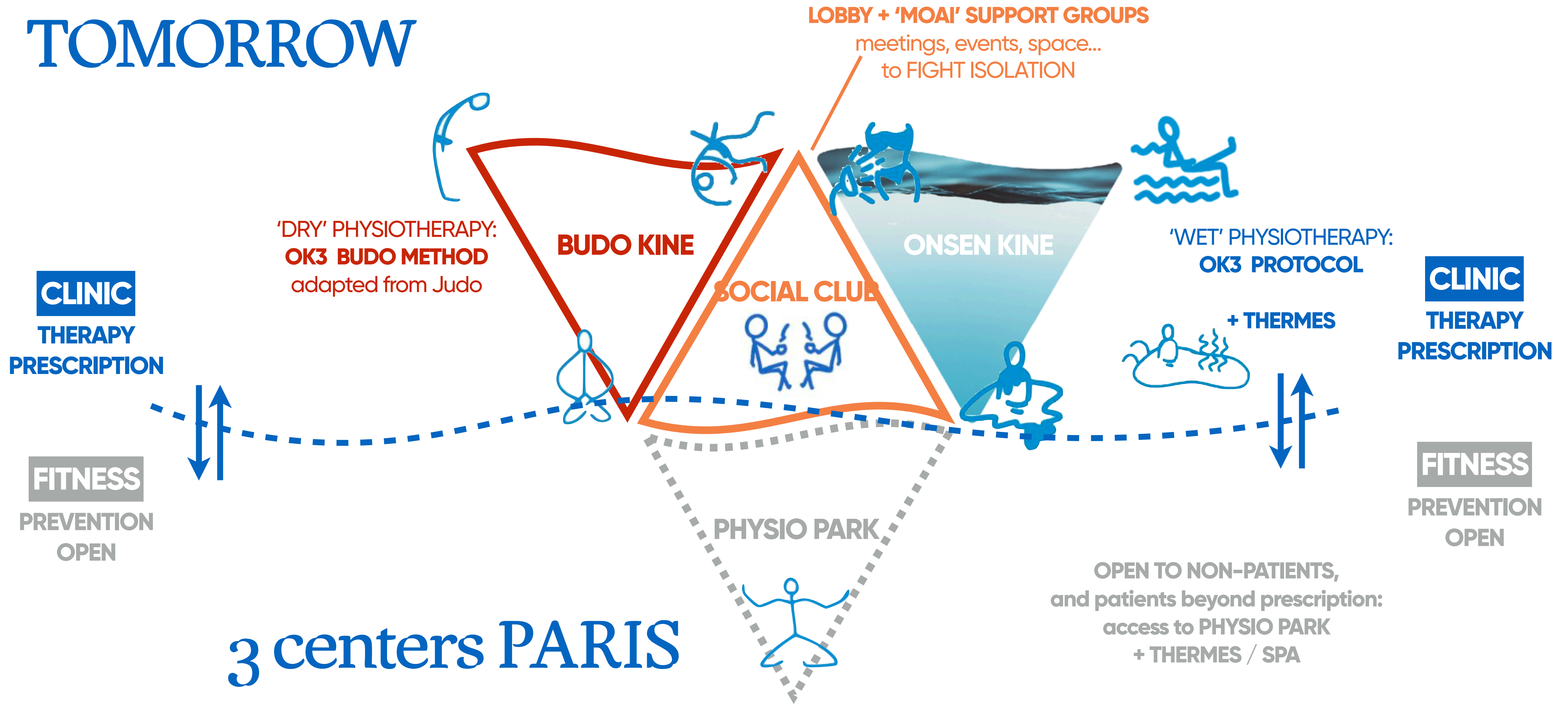


RELAX: LOUNGE AREA in Social Salon
with videos/UV/virtual fire, lounge chairs,
silence /natural sounds

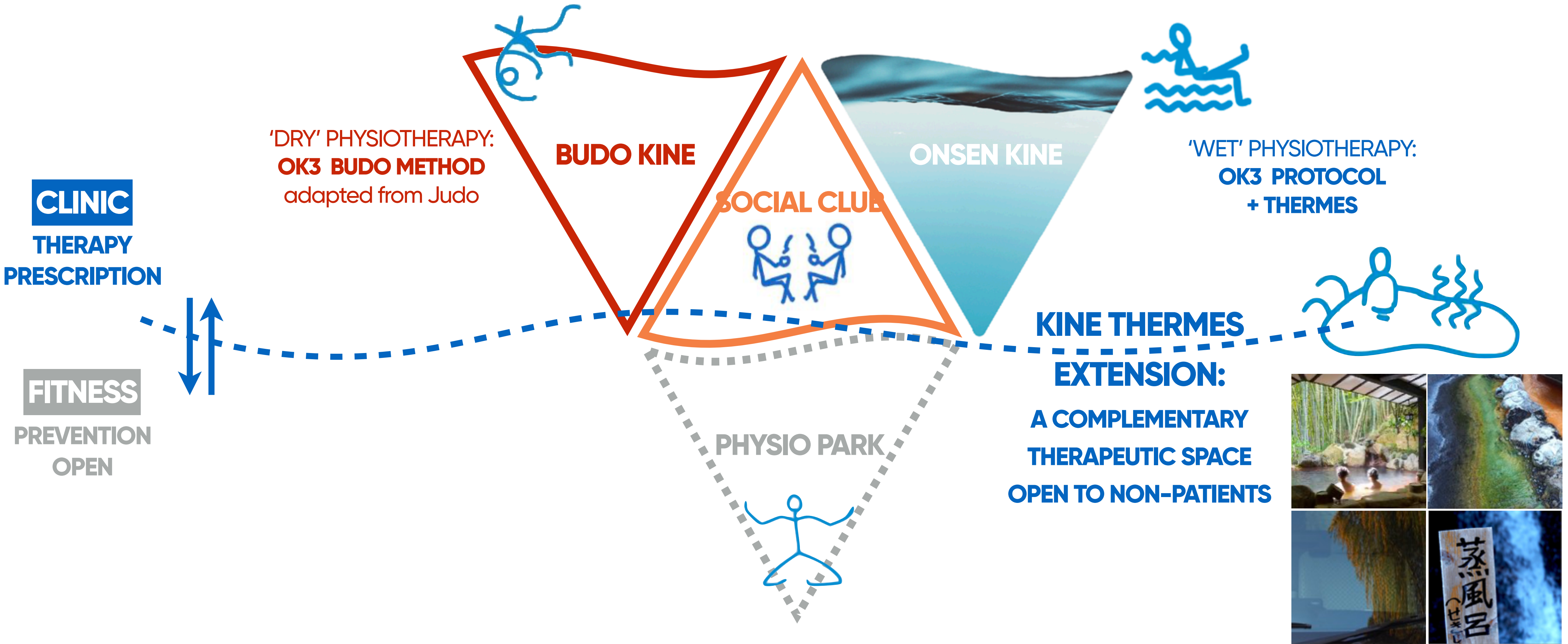
SOCIALIZE: DISCUSSION AREA in
Social Salon with water bar counter



TOMORROW



TOMORROW



KINE THERMES EXTENSION; FROM SPA/WELL-BEING TO THERMOTHERAPY



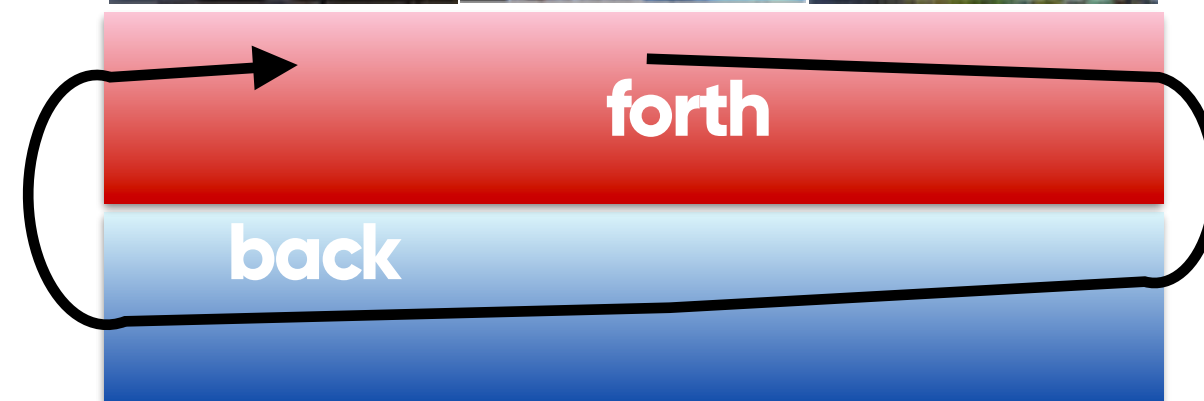
1.
BATH + hot
BATH ++hot
CASCADE -- cold

2.
BATH + hot
SAUNA/HAMMAM ++hot
BATH - cold



OK3 THERMES
SEQUENCE

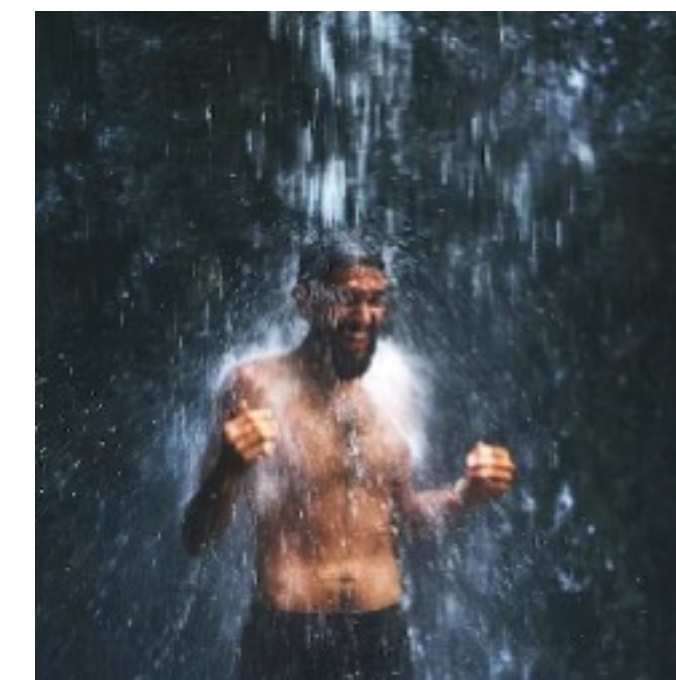
THERMOTHERAPIY



alt: KNEIPP PATH/mini thermotherapy

walk - cold water **x3** walk + hot water

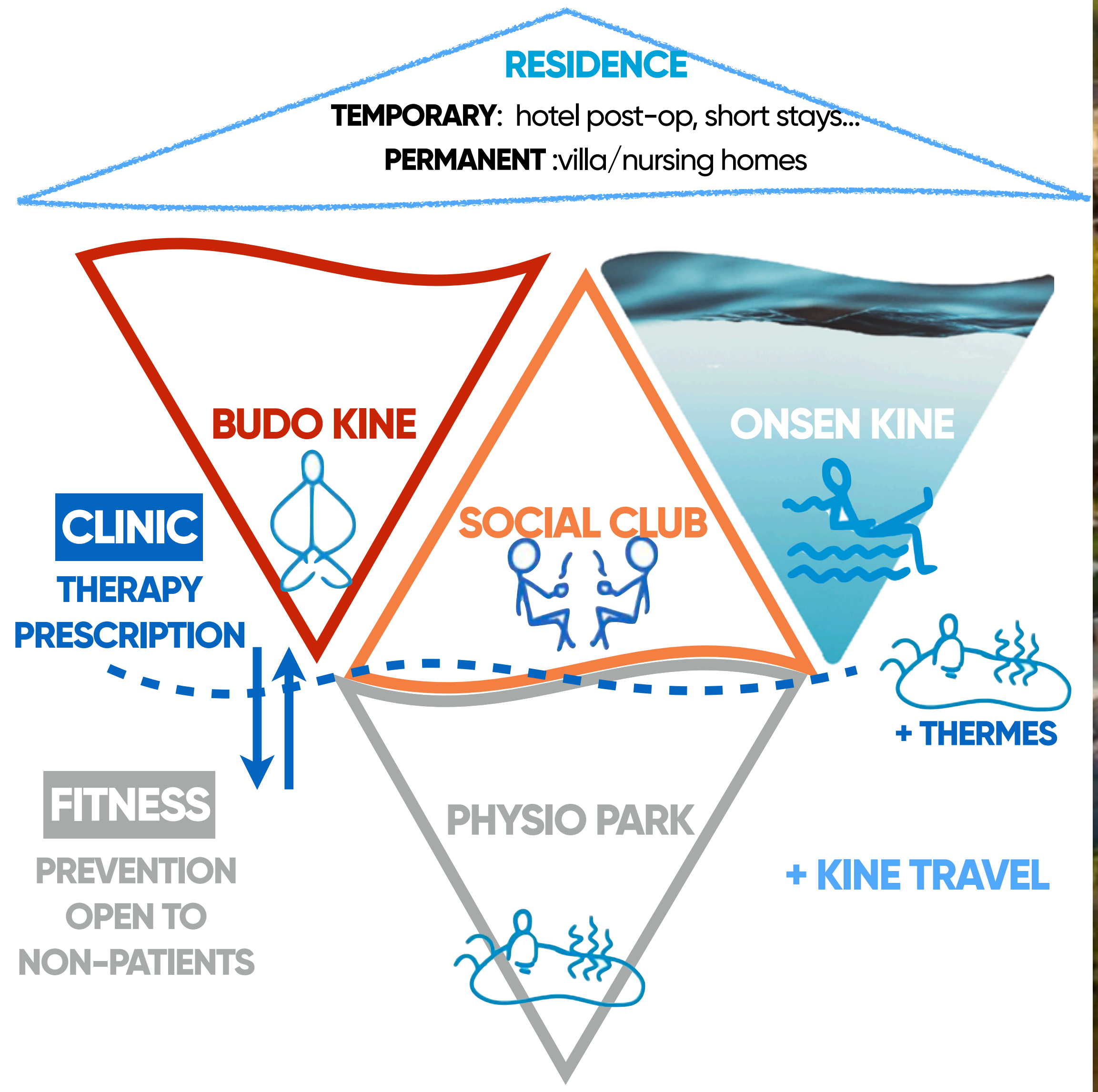
3.
BATH ++hot
GRAVITY MASSAGE + hot
BATH - cold




AFTER TOMORROW

CHÂTEAU EXUVI3

100 beds + 6000 m2 buildings
25 hectares, 2hr from Paris



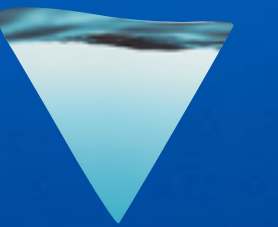
BIOTERME SLOVENIA + KINE TRAVEL



Dojo inside of me,
treading the tatami of habits
I shed, step by step.

haikus to help recover?
#EXUVIE #Onsenkine #Budokine #integrative physiotherapy

BUSINESS MODEL



FINANCIALS

(FULL BUSINESS PLAN & 2019-2025 ACCOUNTS CAN BE SHARED AFTER NDA)

The image displays multiple overlapping screenshots of the SMASH financial software interface. The primary window in the foreground shows a detailed financial statement for 'Balnéo - Business Plan - v1124' for the period 2024-2025. It includes sections for 'Charges de personnel', 'Charges d'exploitation de cabinet', 'Autres charges externes', 'Investissements', and 'Financement'. The data is presented in a table format with columns for years and various financial metrics.

Other screenshots in the background show different views of the same software, including a 'Compte de résultat' (Income Statement) and a 'Tableau de bord' (Dashboard) with various charts and data points. The interface is clean and professional, with a blue and white color scheme.

At the bottom of the image, there is a navigation bar with the following tabs: Cover, Hypothèses >>, Chiffre d'affaires, Charges, Business Plan >>, KPIs, Opérations >>, P&L Opé, CF Opé, Prévision BFR, SC3 >>, P&L SC3 >>, CF SC3 >>, Présentation bancaire >>, Emploi-ressources, Graph trésorerie, Sources >>, >>. The 'Business Plan >>' tab is currently selected.

HOLDING COMPANY

2 REAL ESTATE

VERTICAL INTEGRATION

MEDICAL **1**

INCOME (FR) =
rent (univalent rental agreement)
ex FR: 170K€/year for 500m2

INVEST/ROI:

* 2020 investment :
1M€ purchase of 500m2 space
[+ 500K€ pools, machines, works]
* 2021 cash loan: 1,3 M€ for operations
& development (@6% interest, 450K€
refunded in 3 years)

* **Annual ROI: 10%**

* **2024 value** of 500m2 space:
1,7M€ = +70% in 4 years real estate K



3 DIGITAL

INCOME (FR) =
SS reimbursement @ 22,5€/session
(ø unpaid, 5 day cash float)

INVEST/ROI/PAYBACK:

500m2, 500K€ (pools, machines,
works, misc)
turnover **1,5M€/year ; 33% EBITDA,**
2 year payback

INCOME (projection)=

* subscription to physiopark (excluding THERMES)
30€/month x 1500 patients = 540 K€/year
* thermes/spa/data mining/deals with SS: TBD

MEDICAL **1**

ONSEN KINE center in Paris

200+
patients / day



1.5M€
turnover / year

33%
EBITDA

+ 2 more Paris centers
to open in 2026



EXUVI3

integrative physiotherapy

EXIST. EXULT. EXUVI3

