

## SWISS MICROSURGERY INNOVATION ENTERS ANGLO-SAXON MARKETS

BASEL-BASED START-UP SPIRECUT HAS LAUNCHED THE COMMERCIALIZATION OF ITS MINIMALLY INVASIVE MICROSURGERY DEVICE. A FINANCING ROUND OF ONE MILLION SWISS FRANCS SHOULD BOOST THE MARKET LAUNCH.

THE SPIRECUT DEVICE, SHOWCASED AT THE UNIVERSITÉ LIBRE DE BRUXELLES, OFFERS A REVOLUTIONARY APPROACH TO TREATING CARPAL TUNNEL AND TRIGGER FINGER SYNDROME WITHOUT THE NEED FOR SKIN INCISIONS. THIS COMPACT DEVICE, CRAFTED IN SWITZERLAND, IS NOW BEING EXPORTED TO CANADA, THE UNITED STATES, IRELAND, AND THE UNITED KINGDOM. WITH DIMENSIONS AKIN TO A NEEDLE, THE SPIRECUT ENABLES INFILTRATION HAND SURGERY TO PROCEED WITHOUT ANY INCISIONS. TOWARDS THE CLOSE OF 2023, TWO SIGNIFICANT DISTRIBUTION AGREEMENTS WERE FORMALISED WITH CURMED IN SWITZERLAND AND SOVEREIGN MEDICAL GROUP IN THE UNITED KINGDOM.

SIMULTANEOUSLY, SPIRECUT SECURED ITS CRUCIAL ENDORSEMENT FOR EUROPEAN SALES: THE CE MARKING. IT HAD PREVIOUSLY BEEN APPROVED BY HEALTH AUTHORITIES IN THE UNITED STATES (FDA) AND BY SWISSMEDIC. WITH ALL NECESSARY APPROVALS IN PLACE, 2024 IS SET TO BE A LANDMARK YEAR FOR COMMERCIALISATION. "OUR GOAL IS TO ENGAGE WITH SEVERAL HUNDRED HAND SURGEONS OVER THE COURSE OF THIS YEAR," SHARED FREDERIC SCHUIND, THE START-UP'S CEO. "WE'VE ALREADY COMPLETED OUR INAUGURAL ORDER, VALUED AT NEARLY 60,000 FRANCS," HE REVEALED.

IN ANTICIPATION OF THIS EXTENSIVE MARKET INTRODUCTION, SPIRECUT IS EXPANDING ITS EQUITY BASE. THE START-UP IS IN THE PROCESS OF SECURING 1 MILLION FRANCS, ADDING TO THE 1.5 MILLION FRANCS AMASSED SINCE ITS INCEPTION IN 2020, EXCLUDING AWARDS, GRANTS, AND LOANS. "WE ARE ON A TIGHT DEADLINE TO MEET THIS GOAL," THE ENTREPRENEUR DISCLOSED. THE SERIES A FUNDING ROUND IS EXPECTED TO CONCLUDE BY WEEK'S END.

### MANUFACTURING IN FRIBOURG

SPIRECUT'S ORTHOPAEDIC DEVICES ARE PRODUCED BY RUETSCHI TECHNOLOGY IN MONTILIER, CANTON FRIBOURG. FREDERIC SCHUIND, AN ORTHOPAEDIC SURGEON BY PROFESSION, REMARKED THAT ALTHOUGH ALTERNATIVE MANUFACTURING LOCATIONS WERE CONSIDERED, THE INTRICATE NATURE OF THE DEVICES NECESSITATED LOCAL PRODUCTION. "UPON TESTING THEM, THE SUPERIOR QUALITY WAS IMMEDIATELY APPARENT. THE PRECISION AND EXPERTISE OF SWISS MEDTECH, ORIGINATING FROM THE WATCHMAKING INDUSTRY, ARE INDISPENSABLE," HE STATED.

ORIGINATING IN FRIBOURG, THROUGH A SEPARATION FROM ITS SIBLING COMPANY SWIBRACE, WHICH SPECIALISES IN 3D-PRINTED SPLINTS, THE COMPANY RELOCATED TO MUTTENZ IN THE CANTON OF BASEL-LANDSCHAFT AT THE START OF 2023. "OUR STATUS AS FINALISTS IN THE SWISS INNOVATION CHALLENGE ENABLED US TO ACCESS SUPPORT FROM THE BASLER KANTONALBANK (BLKB) UPON MOVING TO THE CANTON, PRESENTING A FANTASTIC OPPORTUNITY," THE SURGEON EXPLAINED.

THE SURGEON, WHO ALSO SERVES AS A PROFESSOR AT THE UNIVERSITÉ LIBRE DE BRUXELLES, IDENTIFIES THE UK AS A PARTICULARLY PROMISING MARKET DUE TO THE PROLONGED WAIT TIMES FOR ORTHOPAEDIC SURGERY. INTRODUCING THE PERCUTANEOUS TECHNIQUE AIMS TO ALLEVIATE THE BURDEN ON CONGESTED OPERATING THEATRES. ACCORDING TO THE CEO, THIS INNOVATION HAS THE POTENTIAL TO SIGNIFICANTLY REDUCE SURGICAL COSTS FROM APPROXIMATELY £2,100 TO MERELY £950, AS REPORTED BY A PARTNER HOSPITAL IN THE UK. FOLLOWING ITS ENDEAVORS IN EUROPE AND THE UNITED STATES, THE COMPANY'S SMALL TEAM PLANS TO EXPLORE OPPORTUNITIES IN ASIA.