

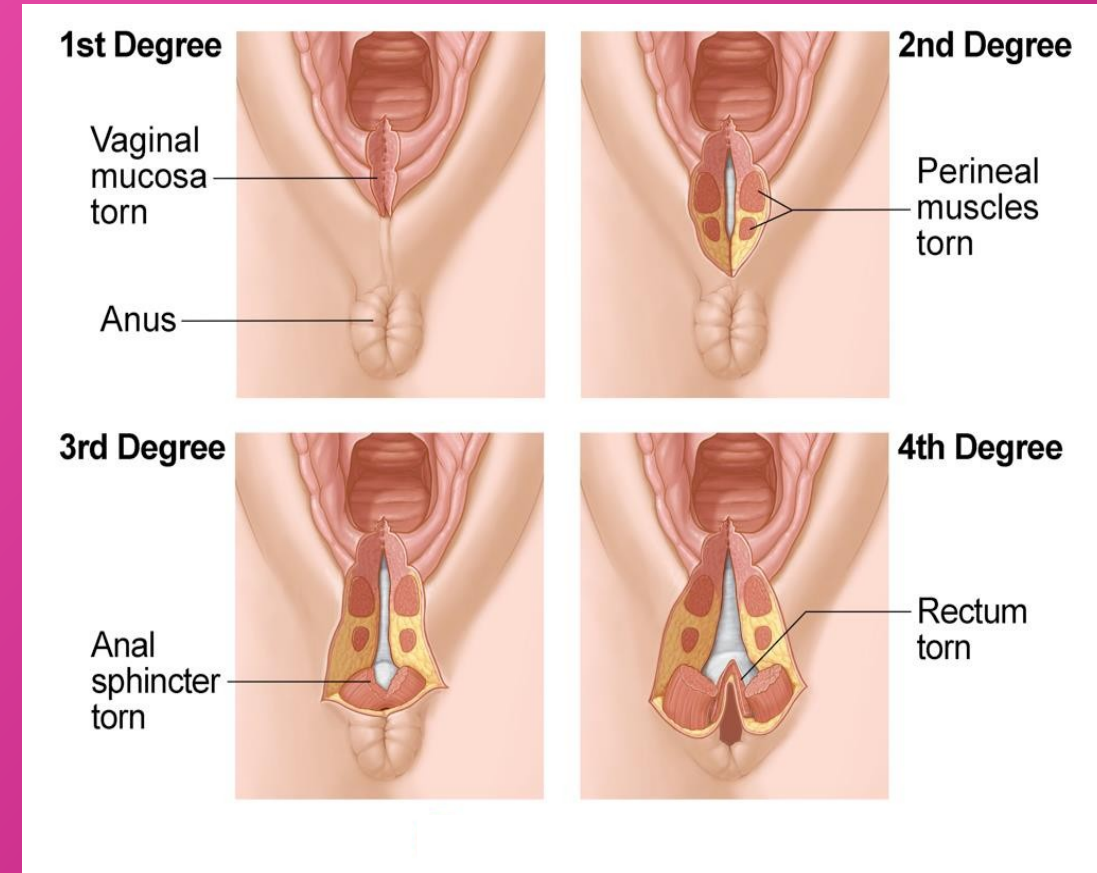
# “This is the third hand you always wanted!”

The Hegenberger Retractor enables a superior view of tears, faster procedure time, better working conditions for clinicians and a better patient experience.



# Vaginal Birth Results in Tears Requiring Repair

- 85% of women sustain tears during a vaginal birth<sup>1</sup>
- Over 40% of tears (and up to 80%) are Grade 2-4<sup>2</sup> that require suturing
- The quality of repair depends upon having good visibility for appropriate grading and easy access to the surgical site
- An incorrect diagnosis or poor repair can have life-long consequences for a woman, including pain, incontinence and sexual health issues



<sup>1</sup><https://pubmed.ncbi.nlm.nih.gov/19445799/>

<sup>2</sup><https://bmcpregnancychildbirth.biomedcentral.com/articles/10.1186/s12884-020-03447-0#:~:text=The%20rate%20of%20second%2Ddegree,%2C%20occur%20in%205.1%E2%80%933.3%25>

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# The Hegenberger Retractor Significantly Improves Clinician and Patient Experiences

## Patient

- Reduced tissue manipulation and swabbing
- Reduced suturing time
- Reduced pain
- Reduced risk of poor surgical outcomes, such as fecal incontinence
- Improved patient experience

## Clinician

- Better visualization/grading of the tear
- Better ergonomics for suturing
- Suture quality less affected by clinician fatigue following difficult delivery
- Lower risk of needle-stick injury
- ~30% reduction in suture time
- Facilitates best practice technique
- High-quality surgical repair
- Optimal teaching environment





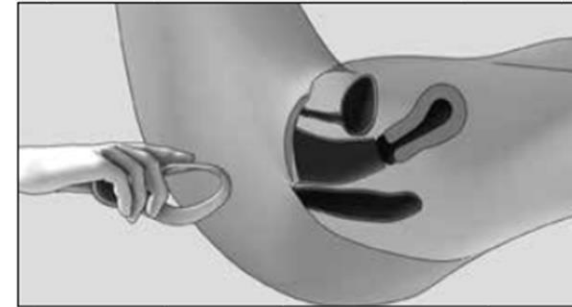
# The Hegenberger Retractor is Easy to Insert



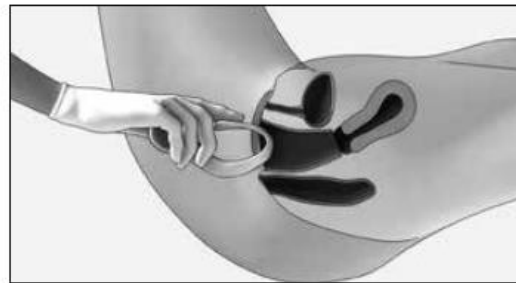
**1.** Open the pouch and remove the Hegenberger Retractor. Hold the Hegenberger Retractor as shown in the image.



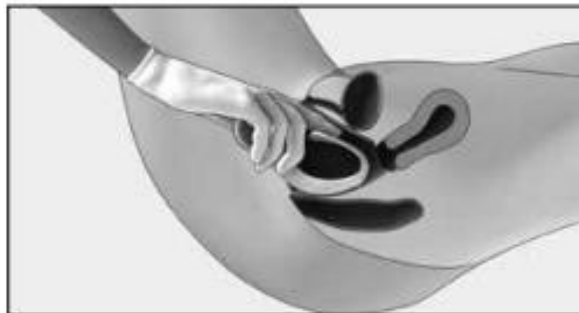
**2.** Gently press the sides of the Hegenberger Retractor together before inserting. **Do not use gel or lubrication on the Hegenberger Retractor.**



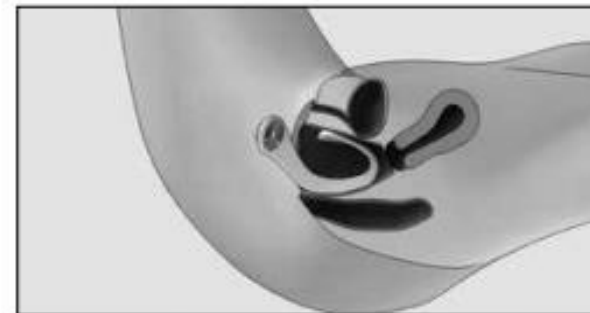
**3.** It is important that the patient be in a supine position with the legs elevated.



**4.** Keep the sides of the Hegenberger Retractor compressed while inserting it in the vagina. Follow the direction of the pelvic canal.

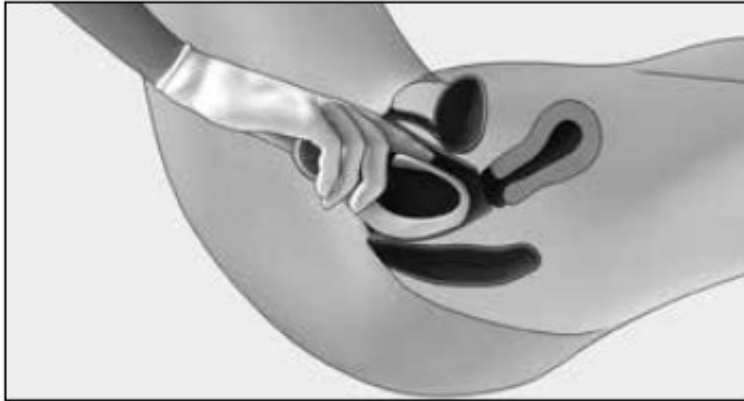


**5.** Place the Hegenberger Retractor all the way in so that the circles are resting on labia majora.



**6.** Correct placement is shown in this image.

# The Hegenberger Retractor is Easy to Remove

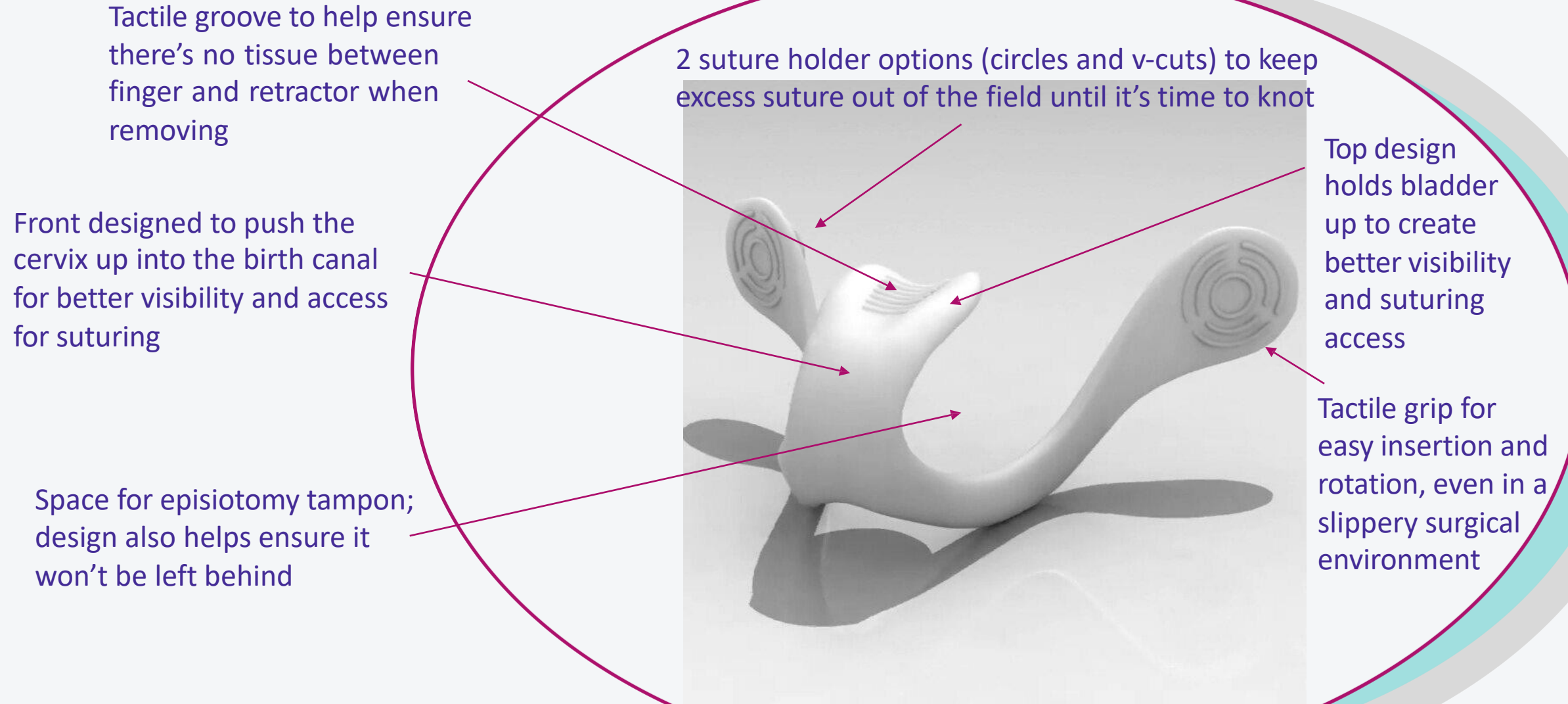


## **Removing the Hegenberger Retractor**

**7.** Gently press the sides of the Hegenberger Retractor together before removing. It is important that you use your index finger to ensure the Hegenberger Retractor is clear of the cervix.

Press down on the top part and gently retract the Hegenberger Retractor from the vagina.

# Thought & Care has Gone into Every Design Aspect



***All of these tissue retracting features are especially helpful and important for patients with high BMIs***

# The Hegenberger Retractor offers Significant Advantages versus Competitive Options

	Hegenberger Retractor	Jackson Retractor	Sims retractor	Clinician fingers
Only 1 clinician for suturing?	Yes	No (2 needed)	No (2 needed)	Depends (1-2 needed)
Visibility of apex	+++	--	--	+
Access to surgical site	+++	-	-	---
Time for procedure	~30% less	Standard	Standard	~20% more
Material/Temp	Flexible Plastic/ Room temp	Inflexible Metal/ Cold	Inflexible metal/ Cold	Latex Glove/ Room temp
Patient pain	Low	Medium	Medium	High
Re-Sterilization costs?	No (single-use)	Yes	Yes	No



# The Current Surgical Work Environment is Challenging



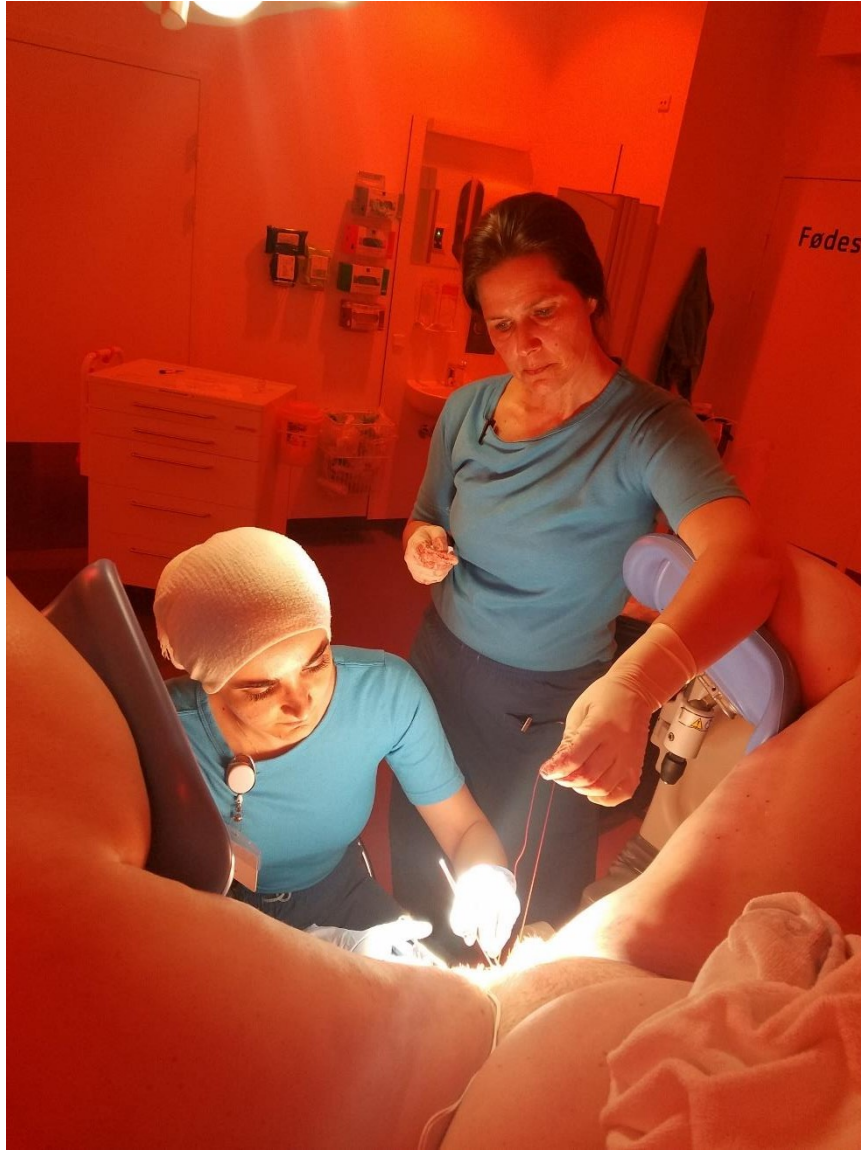
Hunched, bent-over  
working positions

Patient pain

Too many clinicians  
involved in the  
procedure



# The Hegenberger Retractor Offers a Better Standard of Treatment



- Single-person procedure
- Great working ergonomics
- Outstanding site visibility for grading and repair
- The Hegenberger Retractor also provides great teaching conditions

# Hegenberger Retractor Feedback has been Outstanding

## In a study of 23 clinicians who used the Hegenberger Retractor for the very first time:

- 78% said the need for assistance in holding tissue was reduced
- 87% reported better ergonomics for suturing
- 91% said the retractor was well-accepted by their patient
- 100% said the retractor improved visualization of the repair site
- 100% said the retractor was helpful in their suturing



# Clinicians and Patients LOVE the Product!

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“The Hegenberger Retractor is extremely easy to use. It is flexible, soft and anatomically fitted to the vaginal opening. It opens up and provides a fantastic overview of the vaginal area to be sutured. And a big advantage is that the hand you usually have to use to hold the area open is now “freed up” for wiping away blood and other tasks directly related to the actual suturing.”

*Gry Molvaer  
Midwife  
Oslo University Hospital  
Norway*

“I have had the opportunity to use the Hegenberger Retractor for complex tears over a one-year period. It is now my first choice in both the labor room and the operating room. The intuitive use and the good overview it provides enable me to focus better as a clinician. It also causes less discomfort for the woman in treatment situations.”

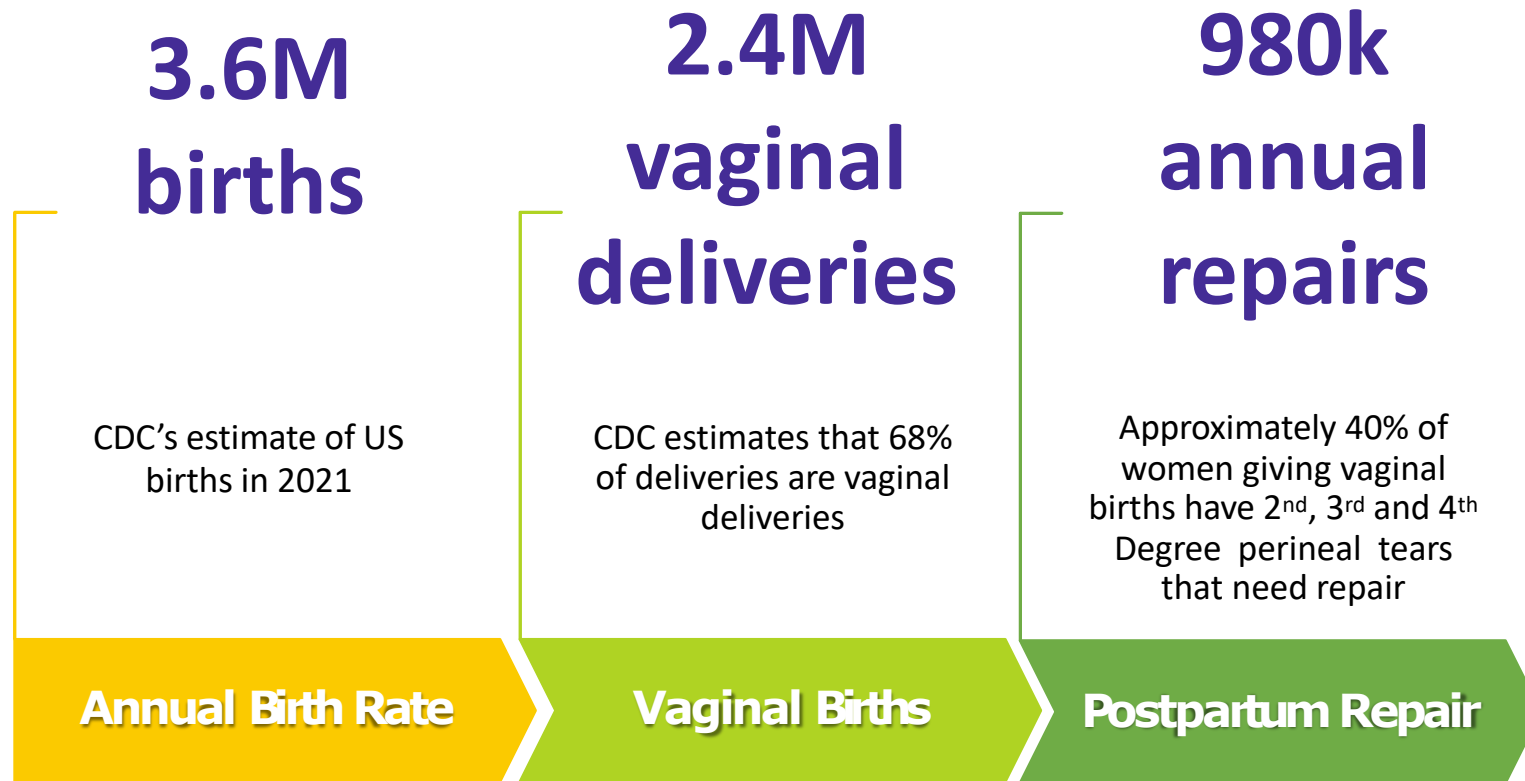
*Dr. Peter Egede Jensen  
Head Physician  
Randers Regional Hospital  
Denmark*

“I have given birth vaginally twice and both times it ended with a second-degree tear. The first time I struggled with the suturing for weeks. The second time I already felt on the third day as though I had hardly even been sutured - like everything was back to normal.

As a mother, I had the feeling that the procedure itself went easier with the help of the Hegenberger Retractor, and I did not notice it was used on me at all, which is only a plus when you have just been through it all down there and do not want any further contact just in that area.”

*Stephanie  
Second-time mother*

# The Total Available Market for the Hegenberger Retractor is Worth ~\$100M annually in the US



- Expected end-user price of \$100 per retractor
- Each 1% of market penetration is worth approximately \$1M of revenue annually
- When the pull-through effect on other products is considered, the value of this distribution opportunity is significantly higher



# Improving Female Health Care is not a Single Fix – More Products are Coming!

*At Hegenberger Medical we focus on postpartum care, and we believe a correct and good repair will have a positive impact on a woman's life for many years to come.*



**Malene Hegenberger, Nurse Midwife (Copenhagen, Denmark)**  
*Inventor of Hegenberger Retractor*

We look forward to your thoughts on this exciting  
commercial opportunity

*As Malene always  
says, “You need to  
see well, to do  
well.”*

