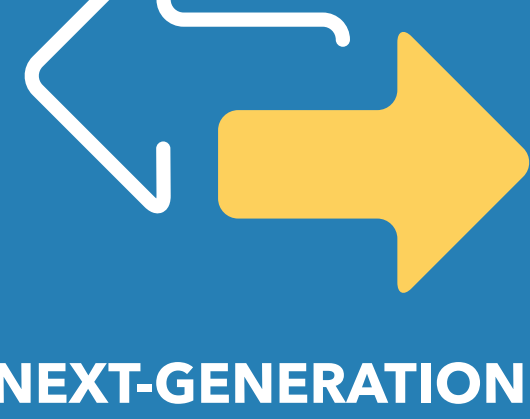


COMPANY OVERVIEW

(Additional Company information at: www.linkedin.com/company/bg-medical-llc/careers)



**NEXT-GENERATION
HERNIA REPAIR
MEDICAL DEVICES**



**FAMILY AND
MANAGEMENT
OWNED**
*headquartered
outside of Chicago, IL*



35 Sales Territories

Projected by 2020: **55**

PRODUCT OVERVIEW

(Additional Product information <http://www.SurgiMesh.com>)



**HERNIA
= REPAIR**



**\$1BILLION+
MARKET**

**1,000,000
MIL**

**PROCEDURES
ANNUALLY**

8%

GROWTH PER YEAR
*largely due to aging
baby boomers*



KEY SELLING POINTS



**PATIENTS EXPERIENCE
NO LONG TERM
MESH PAIN**
*and get back to normal
activities quicker.*



**HOSPITALS HAVE
SIGNIFICANT
COST SAVINGS**

**RECURRENCE RATES/
REPEAT PROCEDURES**



<1%

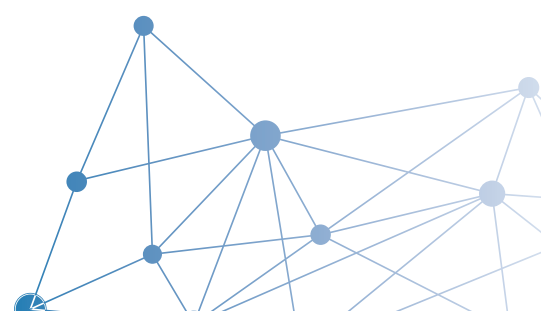
SURGIMESH®



25%

**INDUSTRY
AVERAGE**

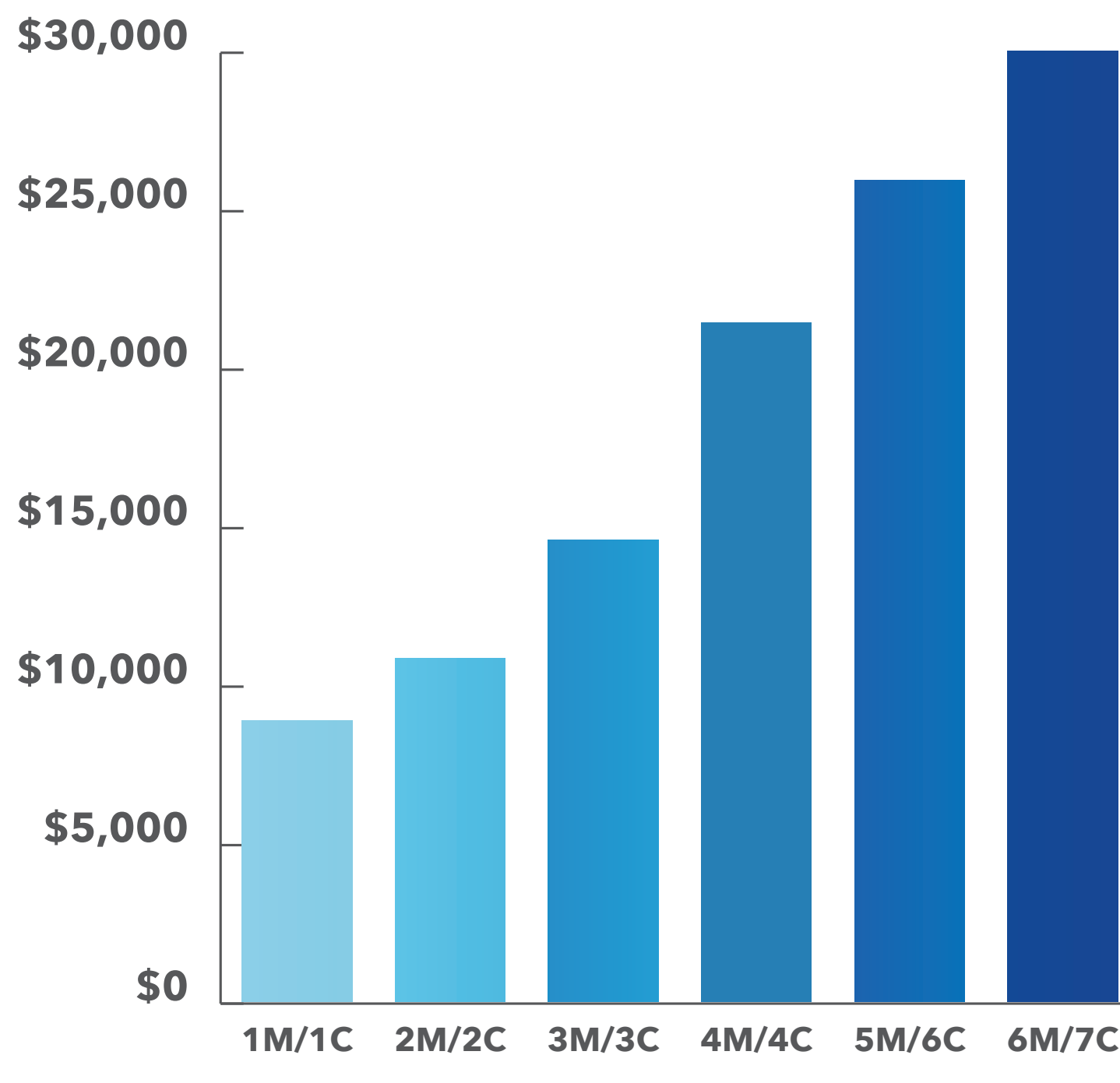
SALES MODEL / COMPENSATION



FOCUS: CONVERTING SURGEONS TO SURGIMESH.®

Each hospital represents a highly recurring revenue opportunity given the **1Million+ procedures per year nationwide**

REVENUE AND CONVERSIONS PER MONTH



Reps target one surgeon conversion per month, leads to recurring revenue of ~\$5k per hospital on average.



**1099 SALES REP
COMMISSION STRUCTURE**
*allows for maximum take home
pay and tax write-offs.*

\$4K

GUARANTEE

**PER MONTH FOR
THE FIRST 6 MONTHS**
*as new team members ramp
up to full-commission.*

\$75K
**AVERAGE
FIRST YEAR
compensation**

\$100K+
**★ ALL STAR ★
FIRST YEAR
compensation**

\$100K
**AVERAGE
SECOND YEAR
compensation**

\$150K+
**★ ALL STAR ★
SECOND YEAR
compensation**

HIGHEST COMMISSIONS

BG Medical pays what we believe are the highest commission rates in Medical



**Reps take home 25% of
each month's revenue**
On average



**commissions up to
40% of invoice**

UPWARD & INDUSTRY MOBILITY

AS AN "ENTRY LEVEL" MEDICAL DEVICE ROLE, MANY OF OUR REPS HAVE SUCCESSFUL STINTS WITH BG BEFORE TRANSITIONING TO LARGER MEDICAL DEVICE COMPANIES WITH **\$200-300K+ REP INCOME POTENTIAL.**

BG HAS HAD NUMEROUS INTERNAL PROMOTIONS TO REGIONAL MANAGER POSITION WITH

**2-3x EARNINGS
POTENTIAL**

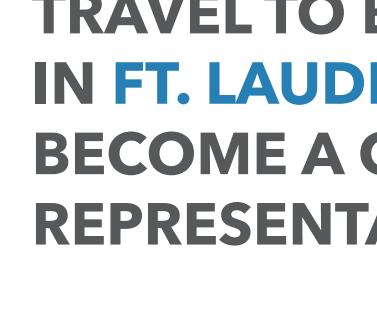


TRAINING

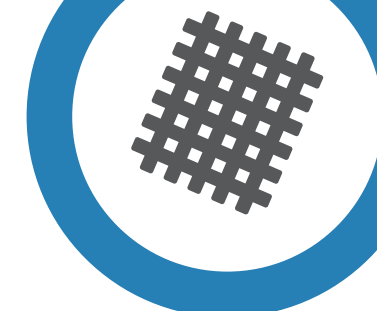
TRAVEL TO BG'S TRAINING FACILITY IN FT. LAUDERDALE OR CHICAGOLAND TO BECOME A CERTIFIED MEDICAL SURGICAL REPRESENTATIVE COVERING:



**MESH
INDUSTRY**



COMPETITION



**SURGIMESH®
PRODUCT**



**OPERATING ROOM
SALES MODEL
FOR SUCCESS**



**OPERATING ROOM
PROCEDURE
& PROTOCOL**

WEEK 2 & ONGOING: MANAGER-LED, FIELD-BASED INSTRUCTION IN REPS' HOME TERRITORY.