



CystoSure Office Economics Sample Analysis

| Eligible Patients | 10 | 10 | Potential Bladder Testing Patients: Recurrent UTI, hematuria, overactive bladder, urinary incontinence, pelvic pain (20-30% all women) | |
|--|---|------------------|---|---------|
| Bladder Testing Mix (%) | | | | |
| Cystoscopy Only (40%) | 4.0 | 4.0 | | |
| Simple CMG Only (40%) | 4.0 | 4.0 | | |
| Cystoscopy w/ CMG (20%) | 2.0 | 2.0 | | |
| ProForma Analysis | | | | |
| | Eligible Patient Total Reimbursement | | Typical Reimbursement Range - Boston | |
| | Medicare | Private Payer | Medicare | Private |
| Cystoscopy (52000) | \$900 | \$2,156 | \$225 | \$539 |
| Simple CMG (51725) | \$840 | \$2,000 | \$210 | \$500 |
| Simple CMG w/Cystoscopy | \$660 | \$1,528 | \$330 | \$764 |
| Added E/M Level (for Testing) | \$400 | \$800 | \$40 | \$80 |
| Additional Weekly Gross Revenue | \$2,800 | \$6,484 | | |
| ProForma Summary | | | | |
| Additional Weekly Gross Revenue | \$2,800 | \$6,484 | | |
| Cystosure Catheter Cost* | -\$950 | -\$950 | | |
| Additional Weekly Net Revenue | \$1,850 | \$5,534 | | |
| Activity Weeks/Year | 48 | 48 | | |
| Additional Yearly Gross Revenue | \$134,400 | \$311,232 | | |
| Additional Yearly Net Revenue** | \$88,800 | \$265,632 | | |
| | Medicare | Private Payer | | |

**Excludes additional revenue from uroflow, multichannel UDT and downstream generated visits/procedures.

Comprehensive Office Bladder Testing Material List

- CystoSure® catheter and cystoscope
- Urine specimen cup/Urine dipstick
- IV bag and tubing (macro drip type)
- Uroflowmeter (optional)
- Urine specimen hat

Emmy Medical was founded on the belief that comprehensive office based bladder testing should be safe, simple, and standardized. CystoSure® was designed to make complete bladder testing available to all clinicians.

