



Improving the lives of newborns

Invictus Medical: Improving the lives of newborns

Invictus Medical Names Stephen M. Dufilho Chairman of the Board

Company also names well-respected healthcare executive Lynne Nauss to board of directors; prepares for Series A Funding Round

SAN ANTONIO, TX, November 7, 2013—[Invictus Medical](#), the San Antonio, Texas-based medical device company dedicated to providing newborns with healthy developmental milestones, today announced that Stephen M. Dufilho has been named chairman of the company's board of directors. Dufilho will serve in a non-executive capacity.

Mr. Dufilho currently serves as a trustee of Ascension Health and formerly was a board of trustees chairman for CHRISTUS Santa Rosa Health Care and a past board member of the University of Texas Health Sciences Center. Most recently, he served as chairman and chief executive officer of The Trust Company, which provides trust and investment management services.

"Steve Dufilho's track record as a business executive, and his governance experience provide our company with invaluable insight and expertise at the board level," said Tom Roberts, Invictus Medical CEO and board member. "His depth of operational and management experience, combined with the strength and continuity of our management team, is the right formula to lead Invictus into its next phase of growth."

Said Dufilho: "It is a true honor to serve in this capacity on behalf of an incredibly talented and accomplished team at Invictus. I look forward to working closely with the executive team and board to help strengthen Invictus' leadership in the area of neonatal care. Invictus has an exciting future and a clear strategy for growth. I have the utmost confidence in this company, its leadership and its mission."

The company also announced today that Lynne Nauss, an accomplished healthcare industry executive, has been appointed to the board. Ms. Nauss formerly served on the executive management team at Kinetic Concepts Inc. (KCI), a multi-billion-dollar global medical technology company. Her tenure at KCI includes roles as the former Executive Vice President/Office of the CEO for KCI Japan, and Global President of the company's Therapeutic Support Systems business. Previously, Ms. Nauss spent 19 years at Roche Diagnostics.

"Lynne Nauss brings to our board a proven track record in building and leading financially strong organizations that create value for all stakeholders," Roberts said. "We will benefit greatly from her counsel and insight, considering her breadth of operational experience, her success in senior executive management roles and her experience working with corporate boards."

In addition to Mr. Dufilho and Ms. Nauss, Invictus CEO Tom Roberts and Invictus CFO Eric Eisbrenner serve on the board. The company currently is seeking one additional outside director.

Invictus Anticipates Product Launch in 2014; Prepares for Series A Funding

Invictus Medical's first product relies on innovative and patented technology to combat deformational plagiocephaly (DP), a cranial deformity exhibited in infants resulting from repeated external pressure to one area of the head. In addition to being a cosmetic issue, according to a study published in *Pediatrics* in 2013, DP has been associated with heightened risk for developmental delays in infants and toddlers. Invictus Medical today announced significant milestones towards launching its first product:

- The company has successfully closed the seed round of funding at 100 percent target and currently is preparing to begin its Series A funding round.
- The company is prepared to start clinical studies and expects 510k submissions in Q1 2014, and anticipates clearance in the first half of 2014. The company estimates launching its initial product in 2014.

About Invictus Medical

Invictus Medical is a San Antonio, Texas-based medical device company that aims to ensure that children are able to attain their developmental milestones. As evidenced by their award-winning innovations, Invictus Medical has been at the forefront of pediatric care since its founding in 2012. Invictus Medical is a privately held company.

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If you would like to learn more information about Invictus Medical or investor relations, please call Kevin Belgrade at [\(210\) 275-7009](tel:210-275-7009).