

BROAD UNDERSTANDING OF THE COMPANY

What was the company doing prior to 2015 when Dawson came in and what was the direction shift that you mentioned in one of your presentations?

COMMERCIAL SEGMENT

Given that the carbon filters are the standard technology, why would the prospective end-clients switch to your filters and what prevents the big guys from keeping you away?

HDF

As far as I understand, Fresenius has its own HDF systems in Europe. Why would they partner with you if they could just bring their own machines from overseas?

How long do you think it will take to have a decent penetration in the market given that this is a new technology?

I understand that there are two major players to whom you can sell your HDF systems, DaVita and Renal Research Institute (Fresenius). What's your relationship like with both companies?

Where will these systems be manufactured?

Daron said that you guys would call the FDA prior to filling the special 510(k) to see if it would trigger the filings (?). Have you already done that first approach?

On your 10K you mention that you estimate that there are over 100.00 dialysis machines in the USA, but then, on the Q4 2019 call, Daron mentioned that there are over 200.000. I know it's hard to get an exact figure, but they're very different numbers. Where does the difference come from?

FILTRATION

What's the background on Medica and how did you come to partner with them?

Regarding the licensing deal, is there reason to believe that the agreement might not be renewed in 2025?

Is there a chance that Medica gets acquired and put the renewal of the agreement at risk?

Do the Minimum Purchase Commitments related to Medica still stand, even with the current pandemic? Shouldn't these be reflected on the balance sheet?

You've mentioned previously that you could "*triple our current size without any significant change in our supply chain*". Does this mean that the Italian factory is running at 33% capacity?

Is there (or was there prior to Bellco' acquisition) any relationship between Bellco and Medica?

Daron has mentioned that Care Mark is your largest distributor. Are we talking about CVS Care Mark?

DIAGNOSIS

You've opted for an open source platform for the diagnosis segment. What exactly is proprietary? How hard is it to replicate it?

Following the question above, can you please explain what this means "*What differentiates our system is that we are able to help compensate the sample in a way that makes the assay more effective*".