Welcome to the Smart Health innovation session

Moderated by
Björn Andersson | Elekta Instrument
Ronald Begeer | Royal Philips

10 May 2017, Amsterdam
Jury members
Smart Health

Mario Caria
International Director and Senior Partner
*Sofimac Partners*

Dirk Elias
Head of Division for Software Intensive Systems
*Robert Bosch*

Huub Rutten
VP Product Research & Application Development
*Sopheon*

Rocco van den Berg
Innovation Lead
*Philips HealthWorks*

Pierre François
CEO
*Swiss Life Health & protection*
Éolane
by Jean-Jacques Busson

Innovation session
Smart Health

11 May 2017, Amsterdam
• Problem – Hip Fractures
• Solution – SensiStep
• Status – Market, Product
• Relevance for Investors
Hip Fractures

> 600,000
In Europe per Year

Mostly Elderly

No Objective Measure
Treatment varies widely

40 – 125 days or not at all
SensiStep

Product for Therapists

- Netherlands
- Belgium
- Sweden
- Czech Republic
“SensiStep is of great value, for the Patient and for the Medical Staff

Jordy Boey, kinesist, Az Damiaan, Oostende, België
Accelerate Commercial Roll Out

Validation and Applied Research Projects

Improvements

Professional Marketing, Sales, Distribution

Product Portfolio
Why invest in SensiStep?

- Positive Business Case
- Unique – No Comparable Product
- Not Easy to Reproduce
- Aligns with Important Healthcare Priorities
- Accelerate by Filling Obvious Gaps
- Paying Customers
FEops
by Matthieu De Beule

Innovation session
Smart Health

11 May 2017, Amsterdam
The future is here – next gen procedure planning for transcatheter-based structural heart interventions

Matthieu De Beule, CEO
What are transcatheter-based structural heart interventions ...
... and how are they currently planned?

TAVI planning
- Annulus
- STJ
- Coronary height
- ...

Final outcome and complications depend on complete device-patient interaction

Measuring anatomy is not enough to predict and avoid complications
TAVI is shifting from high to intermediate risk patients (75K patients in 2015 – 250K patients in 2020)

- Mild (58%) / Moderate (7%) Leakage – 1-year mortality doubled

Corevalve Evolut R CE study

- Conduction abnormalities post-TAVI (PPM – Permanent pacemaker placement) (up to 30%) – Extra cost of 6,300 €

1Data from Belgian Technical cell (device + hospitalization)
HOW CAN TRANSCATHETER-BASED STRUCTURAL HEART DISEASE INTERVENTIONS BE MADE **SAFER AND MORE EFFECTIVE**?
Disruptive next gen procedure planning

Patient specific computer model of aortic root based on pre-operative CT

Mechanical behaviour of different tissue regions is incorporated

3D computer model transcatheter aortic valve

Mechanical behaviour of stent frame is taken into account

Prediction of valve morphology and function post-TAVI using physics-based simulations of tissue / device interaction

ADVANTAGES

• Unique insights can be obtained prior to the actual intervention
• Optimal device size and position can be selected for each patient

FEops TAVIguide™ is CE marked, the current release includes CoreValve, CoreValve Evolut R (Medtronic) and Lotus (Boston Scientific)
TAVIguide SAAS to hospitals
TAVIguide for device design
TAVIguide for device design

Now
- Computer
- Bench
- Animal

Future
- Virtual Patient
- Human
- Animal
- Bench
- Computer

Image courtesy of MDIC
TAVIguide for device design
FEops and its cutting-edge technology have the following competitive advantages

- It allows to predict and prevent complications for structural heart interventions without additional pre-procedural testing

- It is the only available CE-marked simulation technology (for TAVI) and thus has the first mover advantage

- Strong collaborative network with device manufacturers and key opinion leaders

- Technology shows positive health economics

- Fits within current clinical workflow

- Has an experienced team with Rob Michiels as Chairman of the BoD
The **Series B** financing will be allocated to

- Team expansion (R&D, operational, commercial)
- Strengthen clinical evidence
- Further strengthen IP of product portfolio
- Regulatory approval of portfolio products
- Develop and commercialize products in pipeline, in EU and US
‘Chance only favours the prepared mind’

- Louis Pasteur
Let legacy applications be SaaS!

- Bojan Joveski, CEO & co-founder of inside.Cloud
- Launched in 2015 in France
- Revenue generating
- Searching for partners and investors
expensive, complex and long redevelopment for SaaS
Unique selling position

online SaaSifying platform

Software providers
legacy applications

Deployment
no investment, simple, 24/7 available

Access
mobile, secure, multi-device

Cloud
private, public, hybrid

SaaS
Distinctive factors

simplicity = profit

Business upgrade
SaaS offer around legacy applications

Pay per use
No initial investment
Detailed monitoring and reporting

IT simplification
Integrated, automatic, secure application/user management

User acceptance
Browser access (no installation, no configuration, no maintenance)
First references

Medical application

ERP/Medical distribution chain
September 2017: First round of funding
  • Marketing
  • Business

March 2018: 500 K€ French market
  • 5 clients ERP/Medical
  • 3500 final users

March 2019: Scaling
  • 3M€ on the French market
  • First international client
HypoSense
by Jan Willem Faessen

Innovation session
Smart Health

11 May 2017, Amsterdam
HYPOSENSE

A LIFE SAVING WEARABLE
Each year at least 450 Dutch “dead in bed” victims
WE ARE HYPOSENSE

Jan Willem Faessen
Marketing

Jan-Marc Verlinden
technology

lauwerens metz
concepting & delivery

Niels Chavannes
ass. research
Awareness of “cold Sweat” during the night

- Simple device to wear during the night
- Sophisticated algorithm to calculate risk
- Practical app for child & parent for warning
BUSINESS CASE

35 cents a night to sleep safely!

€10 monthly, €100 yearly, €250 3 years sleeping safely!

- Online distribution in app-stores, including device
- Solution as a service, including “follow up”
- Reimbursable by insurance / municipality via vouchers

2,7 million people to guard in europe!

- Diabetes NL 1 million 2020
- Risck Group 0,5 million High Cardiac Risk
- Reported Hypo’s 120 thousand Low Blood Sugar
- NL 10% marketshare 50 thousand
- EU 10% marketshare 2,7 million
WE’RE ASKING

Strategic partner - investor

- €945 K working capital (€ 1 up front for each prevented loss of life)
  - device 2.0
  - development app 2.0
  - Validation and use; market introduction

- pro-active team member in the HypoSense company
- participation and financing model open for discussion

**ROI: 3 Nights for each live guarded!**

SAY YES TO THE OFFER?

1. LAST WATCH 0.9
2. INSTANT TEAM MEMBER
3. PICTURE ON THE SPOT
We are looking forward teaming up with you!

THE NETHERLANDS 2020

DIABETES 1 MILLION

RISK GROUP 500,000
HIGH CARDIAC RISK

FROM WHICH 120,000
REPORT HYPO ATTACKS
(LOW BLOOD SUGAR)

FROM WHICH IN THE NETHERLANDS 450
YEARLY DIE OF THE “DEAD IN BED” SYNDROME

PREDICT A HYPO ATTACK BY MEASURING “COLD SWEAT”
HYPOSENSE

A LIFE SAVING WEARABLE
**DETAILS ON HYPOGLYCEMIA**

**Diabetes and Hypoglycemia leading to heart failure**

Whilst many of us think of diabetes as being a problem of high blood sugar levels, the medication some people with diabetes take medication that can also cause their sugar levels to go too low and this can become dangerous.

MedVision has developed a device (band) for the measurement of cold-sweat. There are several use-cases that would require these kind of measurement, but certainly one of the most urgent one is a hypo attack (Hypoglycaemia = low blood sugar) with Diabetes patients, also known as the “Dead in bed” syndrome.

**What is Hypoglycemia?**

Hypoglycemia occurs when the level of glucose present in the blood falls below a set point:

- **Below 4 mmol/L (72mg/dL)**

Being aware of the early signs of Hypoglycemia will allow you to treat your low blood glucose levels quickly - in order to bring them back into the normal range.

It is also recommended to make close friends and family aware of the signs of Hypoglycemia in case you fail to recognise the symptoms.

**Who is at risk of hypos?**

Whilst low blood sugar can happen to anyone, dangerously low blood sugar can occur in people who take the following medication:

- Insulin
- Sulphonylureas (such as glibenclamide, gliclazide, glipizide, glimepiride, tolbutamide)
- Prandial glucose regulators (such as repaglinide, nateglinide)

If you are not sure whether your diabetes medication can cause hypos, read the patient information leaflet that comes with each of your medications or ask your doctor.

It is important to know whether your diabetes medication puts you at risk of hypos.

**What are the symptoms of Hypoglycemia?**

The main symptoms associated with Hypoglycemia are:

- Sweating
- Fatigue
- Feeling dizzy

Symptoms of Hypoglycemia can also include:

- Being pale
- Feeling weak
- Feeling hungry
- A higher heart rate than usual
- Blurred vision
- Confusion
- Convulsions
- Loss of consciousness
- And in extreme cases, coma

**What are the causes of Hypoglycemia?**

Whilst medication is the main factor involved in Hypoglycemia within people with diabetes, a number of other factors can increase the risk of hypos occurring.

Factors linked to a greater risk of hypos include:

- Too high a dose of medication (insulin or hypo causing tablets)
- Delayed meals
- Exercise
- Alcohol

You can take steps to minimise the risk of these factors causing hypos.

The beta version of our device is a (plastic) band with two sensors and a battery, that should be worn on the wrist.

**References:**

- Diabetes UK: Diabetes and Hypoglycemia
- UpToDate: Patient information: Hypoglycemia (low blood sugar)

[http://clinical.diabetesjournals.org/content/24/3/115](http://clinical.diabetesjournals.org/content/24/3/115)
DETAILS ON DEVICE

- BLE
  - ambient temperature sensor
  - rechargeable
  - no display, no memory

- sweat-glucose sensor
- disposable part
- heart rate, activity, and skin temperature sensors
References:

- Diabetes UK: [Diabetes and Hypoglycemia](http://clinical.diabetesjournals.org/content/24/3/115)
- UpToDate: Patient information: [Hypoglycemia](http://www.diabetes.co.uk/diabetes-complications/dead-in-bed-syndrome.html) (low blood sugar)
European market

740 million people average prevalence for diabetes 7.3% | 54 million people with Diabetes.
50% are suffering from Hypoglycemia attacks | 27 million people with Hypo's.
10% market share | 2.7 million targeted users.

Marketing approach

Starting in the Netherlands we aim for 12,000 users out of 120,000 potentials.
Marketing campaign in co-creation with hospitals, GP's and patient-communities.
Salestargets starting at 150 going to 450 users a month for 2.5 years 2018-2019-2020 | 9,000 users.
each half year we start with another European Country through a partner network.

Follow through after the first 10,000 users

Development and introduction of new devices and updated app's and services.
Investing in growth European partner network.
Marketing research for global expansion.
INVESTMENT

Start up batch devices
HYPOSENSE needs 100k to facilitate production and delivery of the first 1,000 devices.
After the first batch, validation and feedback, the next batches will be funded from turn-over.

Development, validation and medical introduction devices
HYPOSENSE needs 250k to validate the first 1,000 devices with a trial group and research partner LUMC.
After validation and practical trial, market introduction and activation through GP’s, hospitals and communities.

Development, validation and try-out supporting app
HYPOSENSE needs 200k to develop a supporting app for the client and his support group.
App and follow up use will be validated in user groups, GP’s and client communities.

Development, validation and implementation web-connections and API’s
HYPOSENSE needs 150k to develop a supporting framework for safe data-connectivity with XISystems.

Development product-information and marketing tools and operation
Hyposense needs 200k to develop marketing and sales kit and the working capital for first stage sales.
AVERAGE CLIENT

Awareness and interest
Daniella learns of HYPOSENSE through her own webresearch. Together with her mother she tries to find out why she is so dizzy and tired. On the diabetes platform she learns of diabetes and the risks of "dead in bed". Daniella’s mother checks with her GP for a good reference on HYPOSENSE.

Desire and action
Daniella's GP learns of HYPOSENSE through the product website, after the introduction by Daniella’s mother. Via the website the GP finds out he can stimulate Daniella with an insurance voucher. Daniella orders the app the same night in her own app-store.

Promise and delivery
Within 3 working days Daniella receives her device, along with a short introduction program. The same night Daniella installs the app on her mother’s smartphone and starts using the device.

Pricing and payment
Through the voucher obtained with the GP, the purchase is checked and handled with Daniella’s insurance company. The contract supports the device and the use of the support program for a period of 3 years. In total the amount involved is 36 months for a total €250,= including the basic device and services.
HYPOSENSE

A LIFE SAVING WEARABLE
DIF 2017
Innovation market and sessions

Amsterdam, May 11 2017
01. To decrease Chronic Patients hospitalizations

Increasing Quality of Life and decreasing Healthcare costs by reducing hospitalization rate
P2link provides solutions for Chronic Diseases patients, reducing healthcare cost by improving quality of care.

Our mission is to efficiently eliminate some avoidable cost of care while improving patients quality of life.

Avoidable costs total $440bn

<table>
<thead>
<tr>
<th>Category</th>
<th>Current Costs</th>
<th>Avoidable Costs</th>
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</thead>
<tbody>
<tr>
<td>Health Care Costs</td>
<td>$2.800bn</td>
<td>$3.100bn</td>
</tr>
<tr>
<td>Chronic Diseases Costs</td>
<td>$2.236bn</td>
<td>$2.502bn</td>
</tr>
<tr>
<td>Hospitalizations Costs</td>
<td>$1.341bn</td>
<td>$1.501bn</td>
</tr>
<tr>
<td>Avoidable Costs</td>
<td>$210bn</td>
<td>$230bn</td>
</tr>
</tbody>
</table>
Predictive Factors and Personalized Medicine

P2link has created and developed a multi-source predictive engine for the management of chronic diseases. The P2link predictive model monitors system indicators and applies artificial intelligence algorithms to estimate the risk of decompensation of chronic diseases for each patient at a given time.
Target Market and partnerships

P2link has a B2B model which provides services to:

**Insurers**: among the 2,000+ Health Plans (500+ insurance companies) providing health coverage to patients across the 52 U.S. states.

**Providers**: among the 5,700 hospitals in the US providing care to these CHF and COPD patients. P2link helps providers to reduce uncompensated care (avoidable hospitalization), generate benefit from shared savings programs, improve quality metrics and therefore avoid financial penalties with direct impact on bottom line.

**Technology partners:**

![Qualcomm Life](image1)
![Microsoft Azure](image2)

5700+ Hospitals  500+ Insurance Companies  52 States
## Business Roadmap

### 5-Years Business development and solution improvement

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>Sales $0.2M</td>
<td>Sales $0.6M</td>
<td>Sales $4.3M</td>
<td>Sales $40.5M</td>
</tr>
<tr>
<td>2016</td>
<td>Pre-funding €1M</td>
<td>Pre-funding €1.5M</td>
<td>Research Program Funding BPI/FR €1.5M</td>
<td>Series B $20M</td>
</tr>
<tr>
<td>2017</td>
<td>Qualcomm Life partnership USA/FR</td>
<td>First Use FR</td>
<td>First Pilot USA</td>
<td>4.3K Patients Monitored USA</td>
</tr>
<tr>
<td>2018</td>
<td>MVP Information System</td>
<td>Information System + Predictive Engine V0</td>
<td>27K Patients Monitored USA</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>Information System + Predictive Engine V1</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Digital Innovation Forum
May 2017

Christophe Lorieux
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Our mission

To build together solutions for everyone to empower their good health.
The problem

Lack of efficiency of elderly care that impacts patients and professionals
Aidé & Moi reinvents collaboration around the elderly

A transverse solution:
• To steer and coordinate professional helpers around the elderly
• Family and intergenerational communication tool
Aidé & Moi : Features

Innovative and efficient features to enhance coordination and communication

- Care records
- Care giving plan
- Calendar
- Photo Album
- Communications
For coordinators
For the elderly and the family
For professional helpers
Usage rates

25% Every day
52% Once a week
64% Once every 2 weeks
81% Once a month

*Utilisation réelle
30 derniers jours mi Juillet 2016
Santech 2016 ©
Impact: coordination

189 « care giving plan » reports

Follow Up

145 "care coordination » records

Unified Communication
Impact: communication

99 Individual messages sent & confirmed

Better communication and time savings

17 group messages confirmation

755 destinees
Impact: ROI

158 meetings recorded

Accompaniment

73 « no show alerts »

Savings

½ working day saved by beneficiary / month

The more usage, the more savings

*Coût horaire moyen de l’aide à domicile basé sur l’étude CNSA / DGCS / Ernst et Young / Eneis Conseil - mai 2016
Impact: well-being

Well Being Index

14,71 → 18,18
+24%

*World Health Organization Index

Improvement of well being!
A turnkey solution

Simple and efficient tool
dedicated to prevention and Well Ageing
Customizable in line with a brand

Content and services are adapted to each one of our clients, while costs of development and design are mutualized.
Our technology

A software suite to resolve all the problematics encountered by e-health operators, when displaying eHealth solutions.

**FEATURE BLOCKS**
- Ready to use
- Re-usable
- eHealth focused
- Tested and optimized UX

**SCALABLE & INTEROPERABLE**
- Smart and integrated
- Increased load
- Connectors

**SECURITY & ETHICS**
- Privacy by design
- CIL contact, respect of CNIL
- Certified Health Data Hosting
A technology in line with our philosophy

« Continuous improvement and evolution of our products
Coming Soon!
Mieux vaut prévenir, your Health Assistant

A health hub available as a mobile app basis to implement solutions dedicated to primary, secondary and tertiary prevention.
Mieux vaut prévenir takes good care of your health

- Collects your data
- Helps you follow and empower your health in a personalized way
- Shares with your family members

✓ Health questionnaires
✓ Your symptoms
✓ Your treatment
✓ Your medical appointments
✓ Health courses
✓ Your personalized alerts
Thanks!

To try our apps, send us an invite at:

hello@santech.fr
Questions?
Thank you for your attention