

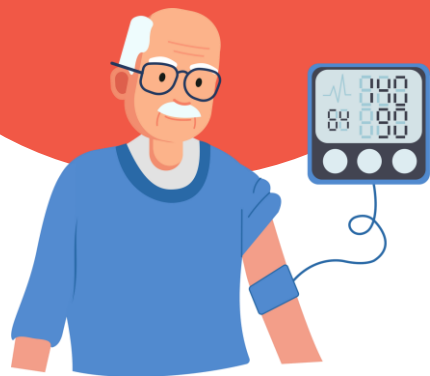
iot powered by
M+edisanté



IMAGINE **REMOTE PATIENT MONITORING (RPM)** AT SCALE IN 2030-2035 ...

> 100 M CITIZENS
AGED 65+

What if 5M patients took daily readings with RPM devices selected from a menu of 20+ home medtech vendors?



How can **fragmented Europe** catch up with the **US**?

< 2 M HCPs (HEALTH CARE PROFESSIONALS)

What if 5,000 HCPs monitored vital signs in near real-time with AI in one of the 200+ health IT systems and were paid for it?

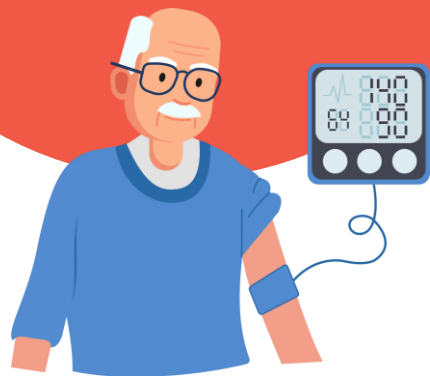


HEALTHCARE IS LAGGING BEHIND AUTOMOTIVE IN TERMS OF IOT ADOPTION. HOW CAN THE TWO HIGHLY FRAGMENTED AND REGULATED HOME MEDTECH AND HEALTH IT ECOSYSTEMS JOIN FORCES TO ENABLE IOT DATA COLLECTION AT SCALE BY HEALTH IT SYSTEMS ACROSS EUROPE?

... WITH SEAMLESS AND SECURE TELEHEALTH IOT DATA COLLECTION

SEAMLESS CONNECTIVITY

Devices for RPM connect out-of-the-box instead of relying on the patient's smartphone



Multi-vendor
device interoperability
for RPM across Europe

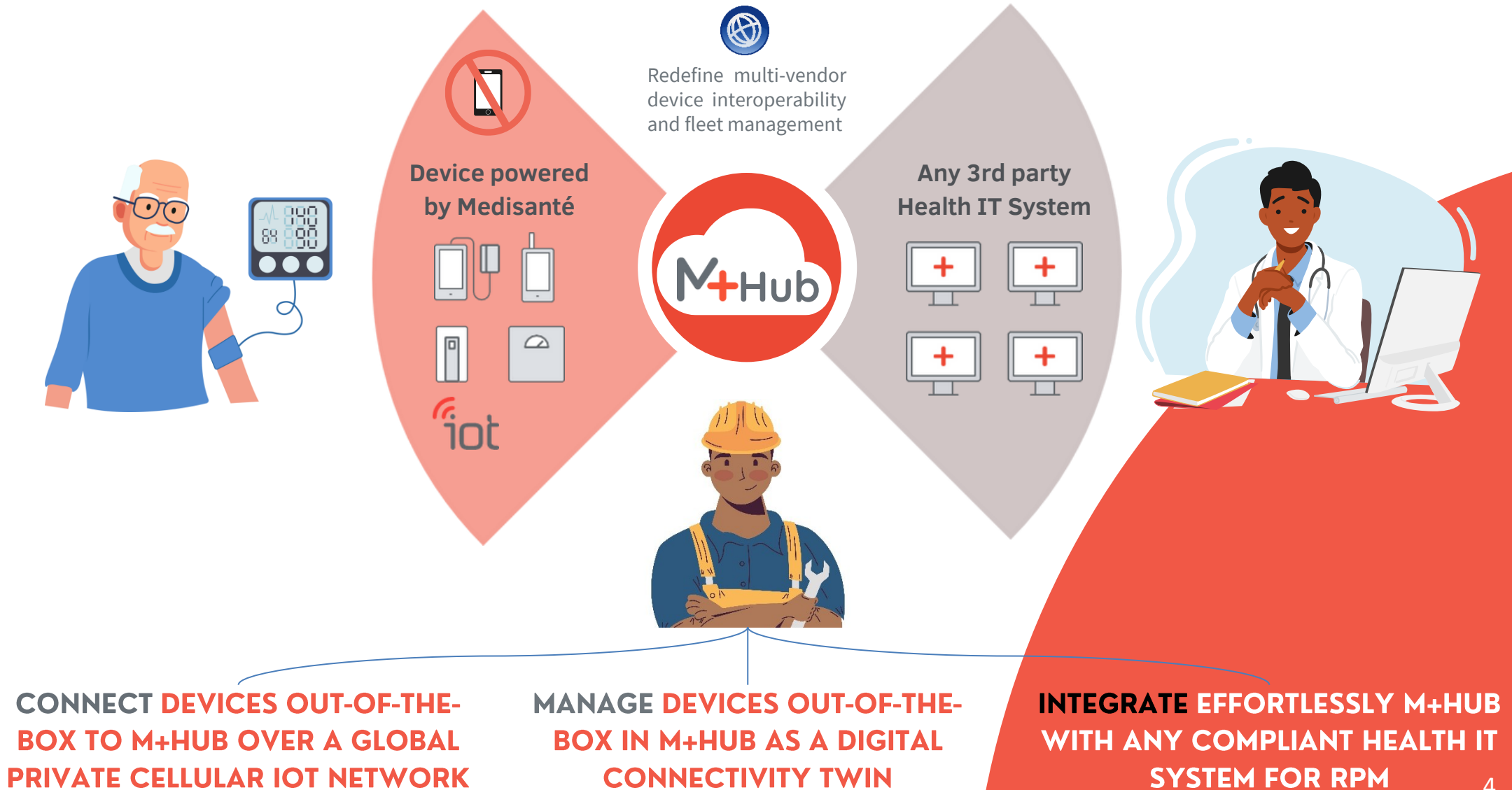
1-MINUTE ONBOARDING

HCPs assign pre-configured global cellular IoT kits in their compliant RPM health IT system



DEVICE COMPLEXITY IS MADE TRANSPARENT TO BOTH ENDS
WHILE MEETING PRIVACY AND SECURITY REQUIREMENTS

MEDISANTÉ IS THE **INFRASTRUCTURE ENABLER** TO DELIVER IOT DATA AS-A-SERVICE



WHY SEAMLESS **MULTI-VENDOR** DEVICE INTEROPERABILITY AND FLEET MANAGEMENT MATTER?

Include your most fragile patients
Provide trusted IoT devices that require no configuration by your patients

Respect your patient's privacy
Never unveil patient identifiable information to any device vendor

Make no compromise on security
Bring a secure cellular IoT connectivity to the patients' home

Ready to scale remote device monitoring
Monitor in a unified view your entire device fleet across vendor silos

Value-based care starts here
Assign a device to patients by the swipe of a bar code in your RPM platform

Deliver IoT Data as-a-Service
Deliver medical IoT data "as a Service" to your care teams

Reduce by 30% Total Cost of Ownership (TCO) of Devices in RPM while Delivering IoT Data as a Service to Care Team Teams in the Platform of their Choice

MEDISANTÉ TODAY: **STRONG PARTNERSHIPS** WITH A FIRST CO-BRANDING TRACK-RECORD ...

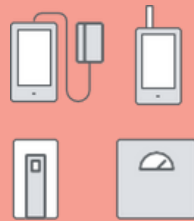
beurer
Powered by
M+edisanté



FORA[®] SMART LINK
Powered by
M+edisanté



M+ Hub is free of patient personally identifiable information (PII)



M+Hub



One push API*: tested by 50+ health IT clients for two primary medtech suppliers



OUR MEDTECH SUPPLIERS TAKE CARE OF DEVICE FUNDING AND LOGISTICS AND CO-BRAND THEIR DEVICES

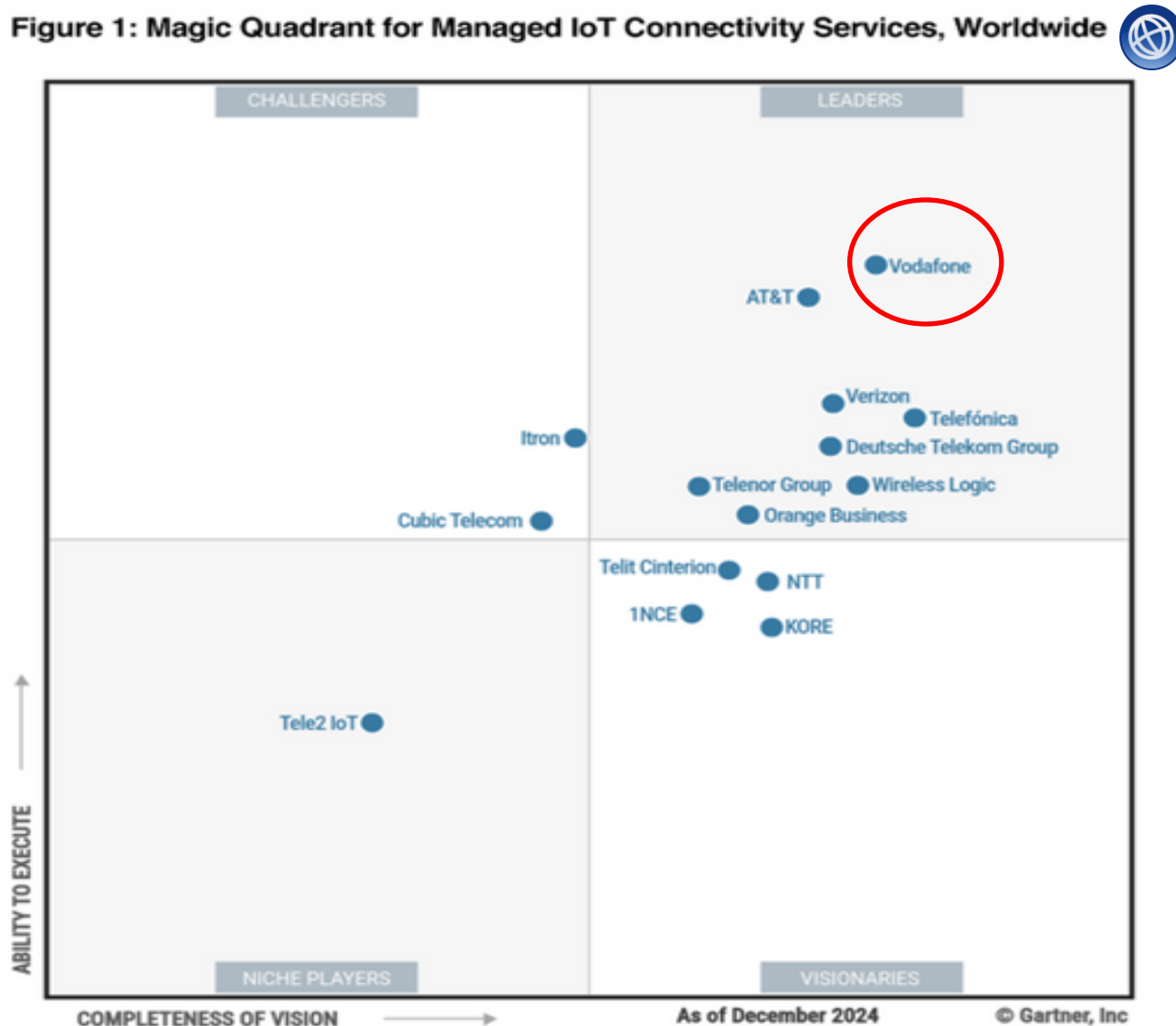
MONTHLY SUBSCRIPTION FEE PER GLOBAL IOT SIM CARD

OUR TOP 5 HEALTH IT CLIENTS – LOCATED IN 5 COUNTRIES – DEPLOYED 10,000 IOT KITS_{6/15}

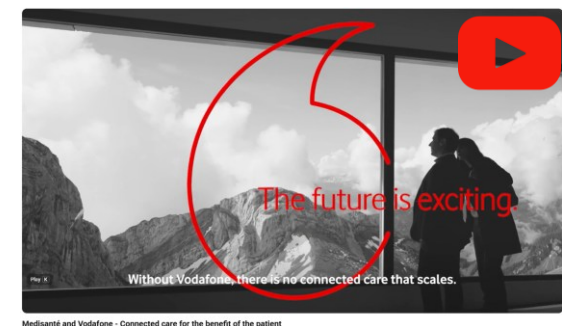
* API = Application Programming Interface

... LEVERAGING A GLOBAL CELLULAR IOT LEADER FOR SOVEREIGN DATA IN TRANSIT ACROSS EUROPE

Figure 1: Magic Quadrant for Managed IoT Connectivity Services, Worldwide



How Medisanté and Vodafone IoT Enable Connected Healthcare in Europe





...ABSTRACTING MULTI-VENDOR CELLULAR IoT HARDWARE ACROSS 3 DEPLOYMENT MODELS

Devices “powered by Medisanté” are provisioned, connected and managed via the cloud-based M+Hub, built on a global-roaming cellular IoT backbone.

 Direct-to-cloud
medical devices

  Multi-vendor managed
Android gateway

  Mono-vendor
black-box gateway

Mono -> Multi-vendor
2 -> 8 devices (8 types)

Multi-vendor gateway
2 -> 25 devices (12 types)

Mono -> Multi-vendor gateway
5 -> 25 devices (12 types)



 powered by
M+edisanté

...ORCHESTRATING THE **VIRTUAL WORLD** AND THE **PHYSICAL WORLD** FOR OUR HEALTH IT CLIENTS

IoT/Cloud

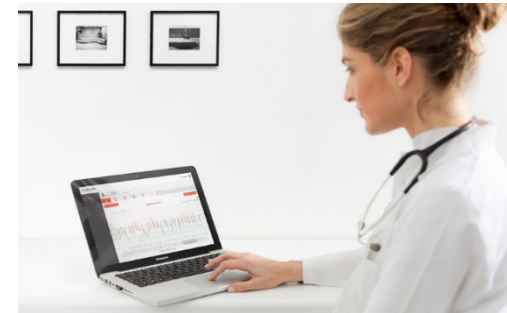


Managing Digital Connectivity Twins



Tech support teams in M+ Hub manage global digital connectivity twins of devices

Virtual World



Our B2B Clients are Health IT System Providers

OEMs

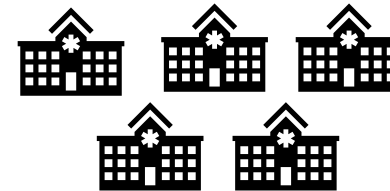


...

... of Pre-Configured Devices

Pre-configured telehealth devices are bulk shipped to hospitals or drop shipped to the patients' home

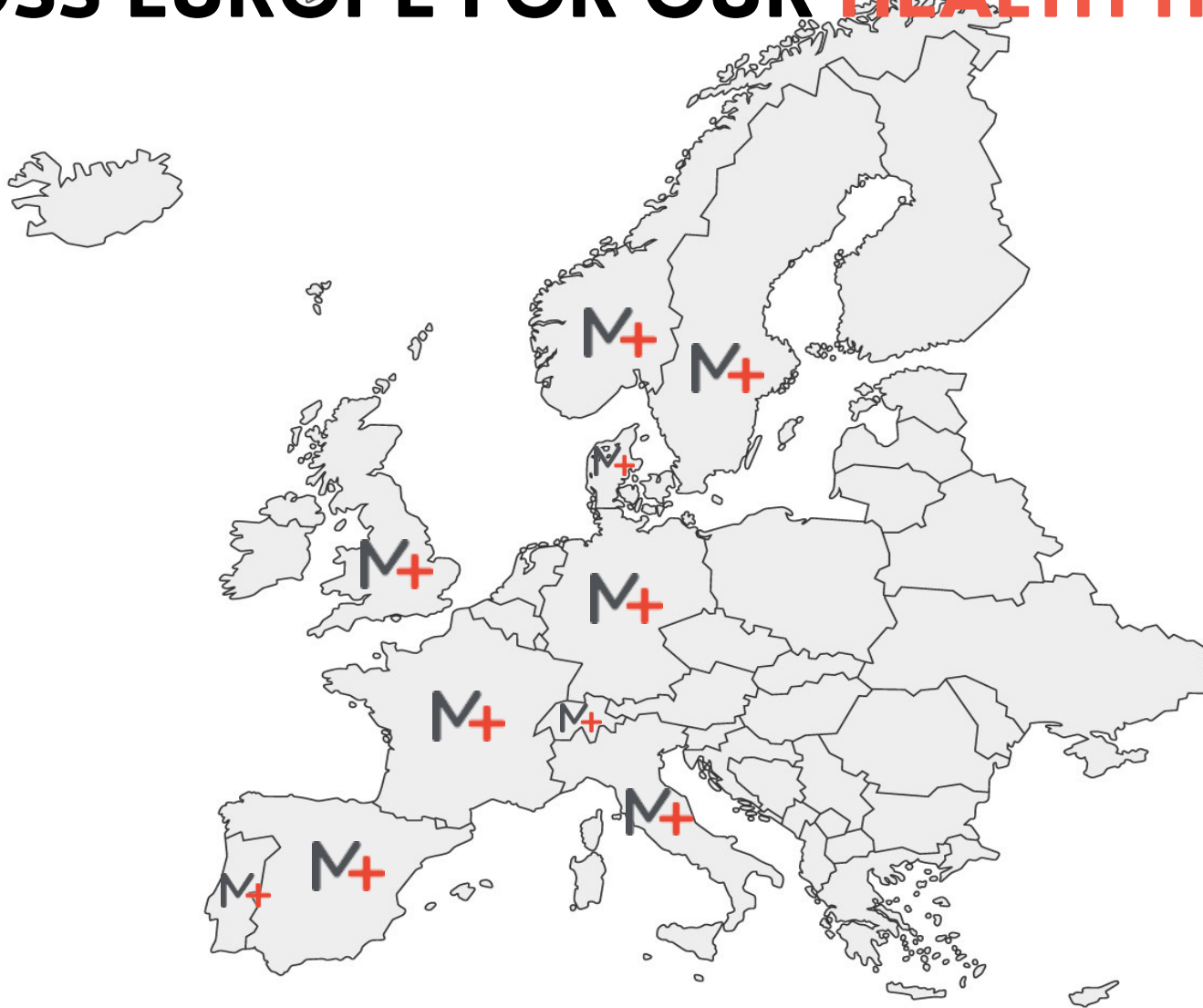
Real World



Healthcare Providers are their B2B Clients



... ACTING AS THE TRUSTED DEVICE AGGREGATOR ACROSS EUROPE FOR OUR HEALTH IT CLIENTS



50+ Health IT platforms integrated M+Hub—and now expect Medisanté to expand its MDR-ready device portfolio to cover 90% of clinical needs in remote care

NEAR-TERM TAM/SAM/SOM *

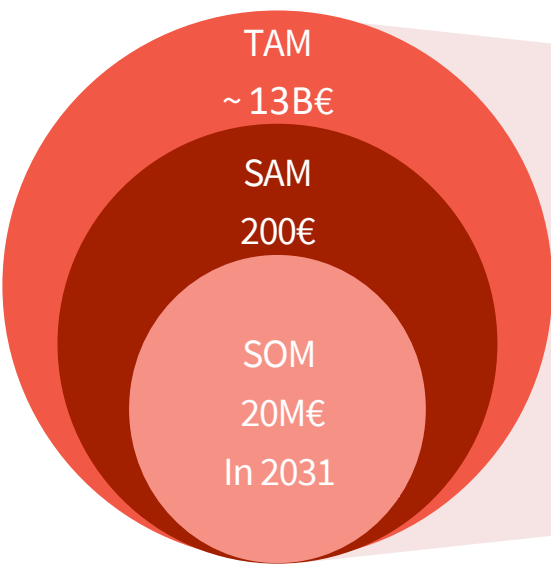
	Healthcare RPM (Remote Patient Monitoring)	Healthcare HAH (Hospital At Home)	Life Sciences DCT (Decentralized Clinical Trials)	Total (2031)
TAM in Europe (€M)	130 M inhabitants above 65 years (€11,000 M)	+10%	+10%	(€13,000 M)
SAM (€M)	2 M RPM patients above 65 years (€170 M)	+10%	+10%	(€200 M)
SOM (€M)	200 K RPM patients above 65 years (€17 M)	+10%	+10%	(€20 M)

130 M inhabitants above 65 in EU-27, UK and Switzerland in 2031

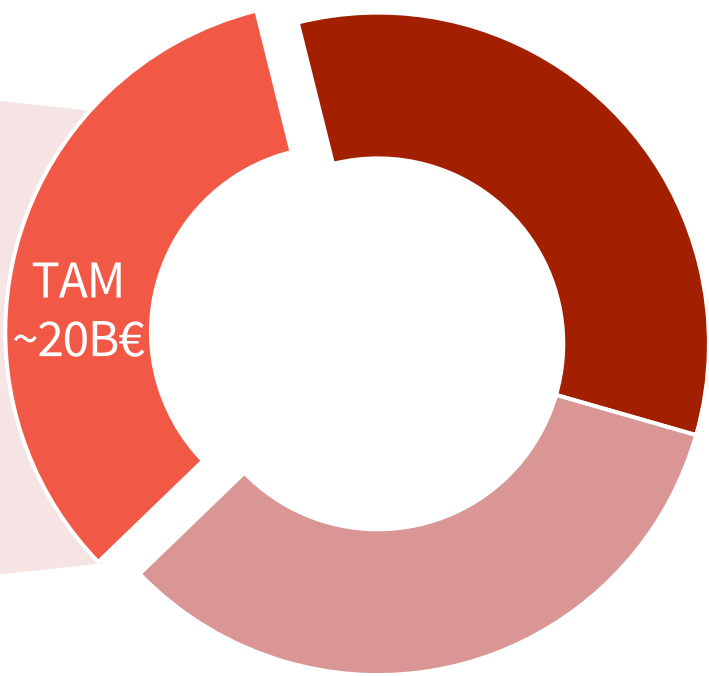
- [US Baseline](#): 1 million patients (1.6%) in this age group under RPM in 2024 after CMS started reimbursement for Medicare in 2019
- Expecting the same proportion in 2031 as Europe will catch up via fragmented country policies and tenders
- Average ARR per patient: €85
- Medisanté takes 10% share

TARGET MARKET: Home → Senior Living → in Hospital

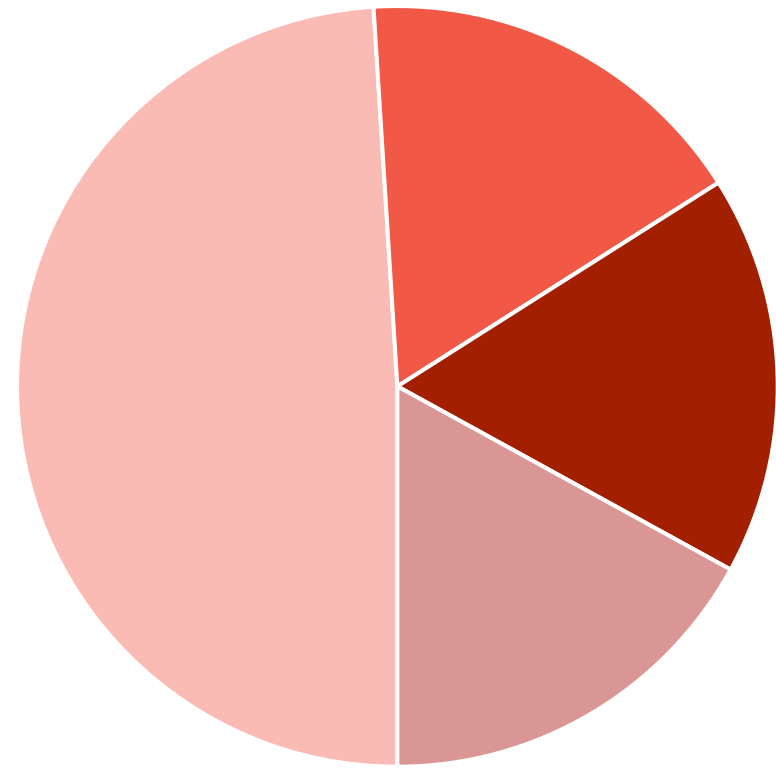
TARGET MARKET BY 2031
RPM / HAH / DCT



TARGET MARKET BY 2035
Social Care & Senior Living: 40B€



TOTAL MARKETs BY 2040
In Hospital: 90B€



Remote Patient Monitoring (RPM)
Hospital at Home (HAH)
Decentralized Clinical Trial (DCT)

- RPM / HAH / DCT
- Social Care (fall detectors, alarms)
- Senior Living (automated IoT data collection)

- In Hospital (USB-gateway)
- Social Care
- Senior Living
- RPM / HAH / DCT

Near-Term TAM →

Mid-Term TAM →

Long-Term TAM →

MOMENTUM: 13,000 CELLULAR IOT KITS DEPLOYED SO FAR

FROST & SULLIVAN

Enabling Technology Leadership Award

Remote Patient Monitoring
GLOBAL



Top 2 Hottest IoT Platforms
in Healthcare

Platinum Award



Most Innovative Telemedicine Solution

Digital Health Innovation Awards 2023



CYMEDSEC



Hospital Universitario Infanta Leonor

TIME TO SCALE MEDISANTÉ, THE LEADING MULTI-VENDOR IOT PLATFORM PROVIDER FOR RPM IN EUROPE ...



EMERGING RPM REIMBURSEMENT CODES, CLOUD TELEMEDICINE TENDERS & DCT EXPANSION



A TOTAL ADDRESSABLE MARKET FOR RPM OF ~ 130 MILLION CITIZENS AGED 65+ IN EUROPE IN 2031



INDUSTRY LEADERS ENTER THE RPM MARKET IN EUROPE—AND RELY ON MEDISANTÉ FOR IOT

Medtronic

Epic



health cloud

PORTFOLIO EXPANSION TO ESTABLISH M+HUB AS EUROPE'S STANDARD DEVICE INTEROPERABILITY HUB

Cellular IoT Devices

2



8

BLE Devices via Open Managed Android Gateway

2



25

BLE Devices via an Open Black-Box Gateway

5



25

- BGM
- BPM
- ABPM
- Spirometer
- ECG 1-lead
- ECG 2-leads
- ECG 3-leads
- ECG 6-leads
- Weight Scale
- Thermometer
- Pill Dispenser
- Pulse Oximeter
- Activity Tracker
- Multi-Vital Wearable
- etc.



AN INTERNATIONAL TEAM **READY TO RUN**

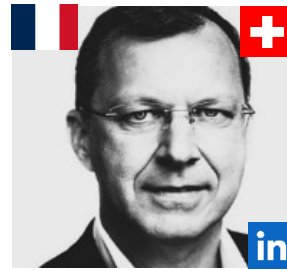
Non-Executive Directors



Robert Madelin
Investor and NXD



Ludovic Collin
Investor and NXD



Gilles Lunzenfichter
CEO & Chairman



Imad Ahmed
CTO



Manuel Stocker
Dir. Ops & Finance



Andrew Barker
Chief Sales Officer

Business Development Team



Lionel Cavalliere
BD France



Uwe Weimer
BD Germany



Andrea Rossi
BD Italy



Regina Roos
BD Switzerland

Supply Chain & Support

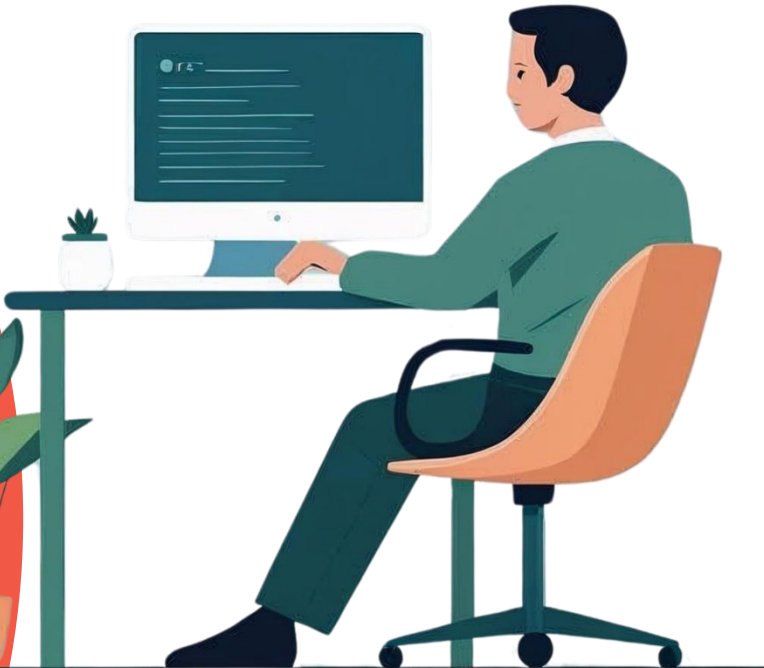


Pia Stocker
Supply Chain Manager



Martin Balandraud
Support and integration

iot powered by
M+edisanté



* IoT = Internet of Things