

A NEW ERA IN HEALTHCARE



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G MEDICAL OVERVIEW



**G Medical Innovations** is at the forefront of the digital health revolution in developing the next generation of mobile technologies that will empower consumers and providers to better monitor, manage, and improve clinical and personal health outcomes.

Founded in 2014

 Public company – traded in the ASX (GMV)

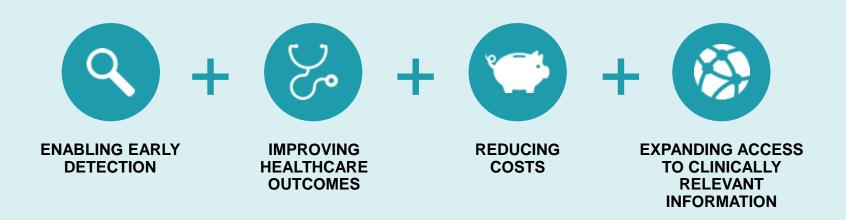
Global Presence



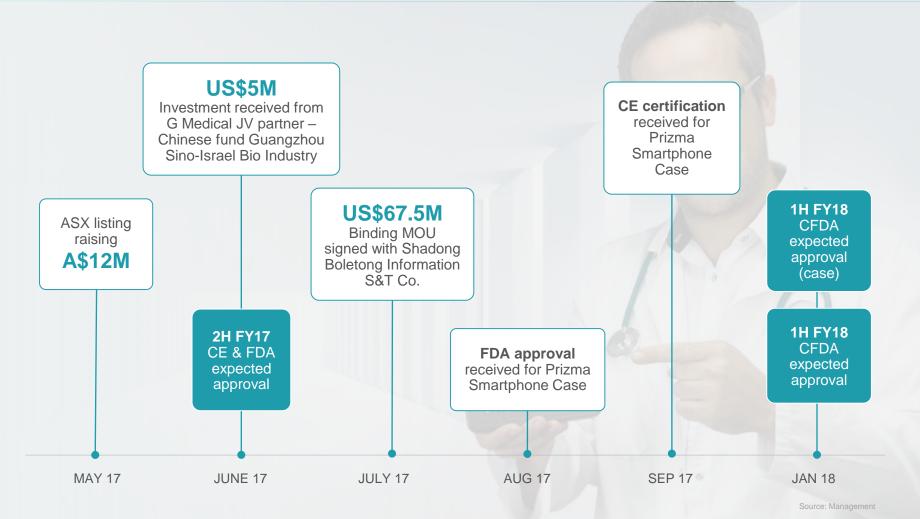
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G-Medical Innovations is ushering in a new era of healthcare and wellness by utilizing its patented wireless technologies, and proprietary information technology and service platforms, to empower a new generation of consumers, patients and providers to improve quality of life by:



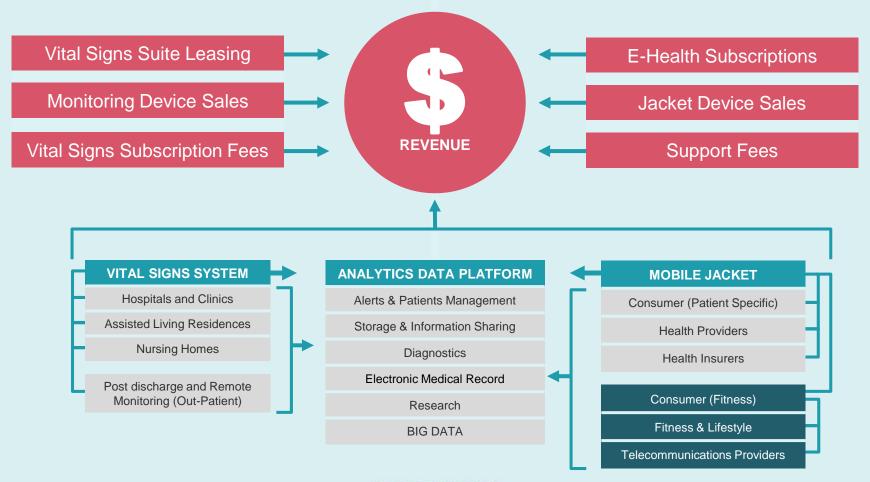






## **G MEDICAL'S mHEALTH SOLUTION**

A fully integrated device and cloud platform



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The founders and executive leaders at G Medical Innovations offer a wealth of expertise in developing best in class products, services, and commercial businesses to address the global demand for mobile and digital health. They offer a legacy of engineering and product development excellence in addressing the unmet needs and demands across healthcare. The leadership team brings unparalleled experience in combining medical, electronics, embedded software, and body sensors to create sustainable and profitable businesses.

The leadership team has the depth of expertise individually and collectively in contributing to several successful businesses from \$100M to \$15B, including mergers, acquisitions, and IPO.

An adept and experienced team in healthcare services that managed in excess of 50,000 new patients per month with multiple clinical call centers, including distribution, offshore monitoring, finance, reimbursement, payer contracting, among others. The end result is consistent execution, increased margins and profitability, and a high net return for employees, shareholders, and investors.



# **MANAGEMENT TEAM**

Established track record in commercialising medical devices

#### Dr. Yacov Geva

# Chief Executive Officer Executive Director

A well-known pioneer in the industry of Medical Devices and remote monitoring services, and co-founder of LifeWatch AG (former Card Guard AG and Card Guard Scientific Survival Ltd.). Successfully led Liefwatch to an IPO.

Dr. Geva holds a B.Sc in Mechanical and Nuclear Engineering, a Ph.D. (with honors) in Business Administration from the International School of Management, Paris and an honorary doctorate from Oxford Brooks University.

Dr. Geva is also a senior member of the royal society of medicine in the UK (RSM).

#### Mr. Kobi Ben-Efraim

#### **Chief Financial Officer**

An experienced and senior CFO of global companies with more than 20 years' experience in the finance and accounting domain. He has served in Israeli high tech companies including DSPC Group (a NASDAQ-traded company) and EI-Op.

Mr. Ben-Efraim holds a B.A. in Economics and Accounting from Tel Aviv University, and is a Certified Public Accountant (IL).

# Mr. Mark Bogart

# **EVP Sales and Business Development IDTF/Hospitals**

Mr. Bogart has a track record of over 20 years as an executive in the medical device and healthcare services. He is a subject matter expert in mHealth, wireless telemedicine and remote monitoring, and brings also substantial experience in strategic business development and managing and directing sales force teams.

#### Mr. Rafi Heumann

#### **Chief Operating Officer**

Mr. Heumann has over 20 years of experience in Hi-tech, mHealth, operations and services industries. He brings with him advanced skills in strategic planning, international negotiations and business development, and directing complex projects. Mr. Heumann has business management education from Bar-Ilan University, Israel.

## Mr. Louis Antoniou

# EVP Business Dev. mHealth Executive Director

Mr. Antoniou is considered an industry pioneer with history of innovative program evolution and cutting-edge product launches. He has diverse industry sales channel experience including telecommunications, electronics, automotive, distribution and information technology.

Mr. Antoniou has a bachelor's degree in economics from the University of Bridgeport.

#### Mr. Nir Geva

# Chief Technology Officer, Vice President of Research and Development

Mr. Geva has over 17 years of experience in the Hi-Tech and Medical Device industry, and is former CTO and strategic projects manager at Lifewatch Technologies. He brings with him a broad knowledge on products definition and development, project management and manufacturing of medical devices. He has also been involved in projects in the fields of Mobile Apps and IoT and wrote over 15 patents related to Medical Devices, Remote Patients Monitoring and IoT. Mr. Geva holds a BSc. in Mechanical Engineering from the Technion in Haifa and an Executive MBA from Kellogg school of management (Northwestern University in Chicago).





# **BOARD OF DIRECTORS**

Diverse international Board, with expertise in growth companies

#### Dr. Yacov Geva

**Chief Executive Officer Executive Director** 

## Mr. Louis Antoniou

EVP Business Dev. mHealth Executive Director

#### Dr. Kenneth R. Melani

#### Non Executive Chairman

Dr. Melani has over 30 years' experience in the healthcare industry as a provider, supplier and insurer. He has started seven successful for-profit health services businesses and has served in various critical business roles including CEO, Chief Medical Office, and Strategy and Business Development.

During his tenure as President and CEO of Highmark Inc. in 2003 to 2012, he grew the company into one of the largest and most diversified healthcare companies in the United States, serving over 32 million individuals. He has been an investor in numerous pre-IPO investments since 1985 and was instrumental for several successful IPOs in Switzerland.

#### Mr. Sam Skontos

#### Non Executive Director

Sam Skontos has a career spanning 28 years in sales and marketing in Australia, New Zealand and Asia. He holds a Bachelor of Engineering (Electrical) from the University of NSW and has extensive experience in the technology and communications sectors.

## Dr. Shuki Gleitman

#### Non Executive Director

Dr. Gleitman is the Chairman of the Guangzhuo Israel Biotech Fund, Chairman of the Board of Directors of Capital Point Group, a Board member and Chairman of the audit and financial committees of Elbit Systems (NASDAQ, TLV traded), Chairman of the YoYa Group, Senior Advisor to the World Bank (national policy for innovation) and Senior Strategy Advisor to Serbia Innovation Fund.

Prior to this, Dr. Gleitman was the Chief Scientist and Director General of Israel's Ministry of Industry and Trade, where he managed all of the Israeli Government technological programs.

#### Mr. Urs Wettstein

#### **Non Executive Director**

Mr Wettstein has an accounting, auditing and taxation background in Switzerland, having founded his own accounting firm and also worked with Coopers and Lybrand AG in Zurich. He has been an advisor and investor in numerous pre- IPO investments since 1985 and was instrumental for several successful IPOs in Switzerland.

## Dr. Brendan de Kauwe

#### Non Executive Director

Dr. de Kauwe is a Director of Otsana Capital, a corporate advisory firm in Western Australia experienced in corporate restructuring and recapitalisations, mergers and acquisitions, IPO/RTO transactions and capital markets.

He is currently Chairman of eSense-Lab Ltd (ASX:ESE), and Director of Race Oncology Ltd (ASX:RAC) and Ookami Ltd (ASX:OOK).

# Mr. Ashley Krongold

#### Non Executive Director

Mr Krongold is the CEO of the Krongold Group, a third-generation, family-run group of companies based in Melbourne with businesses spanning various industries. Prior to Krongold Group, Ashley spent 15 years in the IB and Accounting industries. He was a founding member of Investec Bank Australia, worked at William Buck Chartered Accountants, ANZ Corporate Finance (London) and ANZ Private Bank (Australia) He is a Non-executive Director of Weebit Non Ltd (ASX:WBT) and Dotz Nano Limited (ASX:DTZ). Ashley is also a founding General Partner of global equity crowd-funding platform, OurCrowd.



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THE REMOTE MONITORING MARKET



# THE GLOBAL HEALTHCARE CHALLENGE

#### **MHEALTH IS THE SOLUTION FOR RISING COMPLEXITY AND COST**

Healthcare spending as % of GDP is increasing:

US: 17% and rising.

OECD: 9% and rising.

• EU: 10% and rising.

As patients become more demanding and providers' constraints more challenging, cost-effective health solutions and access become a top priority.

mHealth provides answers for major healthcare challenges:

- · Improved productivity and efficiency.
- Better utilisation of centralised assets and scarce talent resources.



Patients - Aging, more self-guided, more obese, suffering from increasingly complex and chronic diseases



Providers - Rising treatment costs, shortage of talent, growing capacity and budget constraints



Payers - Increasing pressure to provide quality of care and contain costs



Government - Increasing access to care, pressure to provide cost-effective, high-quality outcomes

Source: World Bank, OECD, European Commission



# **HOSPITAL RE-ADMISSIONS IN THE USA**

## ANNUAL READMISSION COSTS TOTAL ABOUT \$53 BILLION

- The federal Center for Medicare & Medicaid Services (CMS) determines readmissions as patients returning to the hospital within 30 days of discharge.
- In 2014, Medicare's Hospital Readmissions Reduction Program increased penalties and expanded the criteria, resulting in a loss of up to 3% of Medicare reimbursements, estimated to total \$428 million in FY2014.
- Approximately 2 million Medicare patients are readmitted each year, consisting about 50% of all readmissions, costing Medicare \$26 billion. Officials estimate \$17 billion in costs from potentially avoidable readmissions.

PAYER	NUMBER OF READMITTED STAYS
Medicare	2,294,895
Medicaid	767,902
Private Insurance	689,467
Uninsured	166,367

Age Group	Number of Stays	Average Cost per Stay (\$)	Number of Readmitted Stays	Percent Readmitted	Average Cost per Readmitted Stay (\$)	% Change in Costs
1-17	1,354,434	9,566	140,141	10%	14,734	54%
18-44	8,234,233	7,621	799,516	10%	10,300	35%
45-64	8,101,243	12,912	1,260,752	16%	13,736	6%
65+	11,143,495	12,682	1,840,635	17%	13,547	7%
Total	28,833,405	11,160	4,041,044	14%	13,003	17%

Source: US Department of Health and Human Services, Center for Medicare & Medicaid Services, Juniper Research, Brookings Institution



# THE OPPORTUNITY - REMOTE MONITORING

# MAJOR CAUSES OF READMISSIONS & G MEDICAL'S SOLUTIONS

TYPE OF DIAGNOSIS							
CARDIAC	PULMONARY	OTHER	GEN 2/3 INDICATIONS				
<ul> <li>Congestive heart failure</li> <li>Cardiac dysrhythmias</li> <li>Acute myocardial infarction</li> <li>Acute cerebrovascular disease</li> <li>Coronary atherosclerosis and other heart disease</li> <li>Nonspecific chest pain</li> </ul>	<ul> <li>Chronic obstructive pulmonary disease and bronchiectasis</li> <li>Pneumonia (except that caused by TB or STD)</li> </ul>	<ul> <li>Urinary tract infections</li> <li>Maintenance chemotherapy; radiotherapy</li> <li>Other complications of pregnancy</li> <li>Complications of surgical procedures or medical care</li> <li>Alcohol-related disorders</li> <li>Skin and subcutaneous tissue</li> <li>infections</li> </ul>	<ul> <li>Diabetes</li> <li>Obesity</li> <li>Pregnancy</li> <li>Kidney Disease</li> <li>Nephrolithiasis</li> <li>CVD</li> <li>Anemia</li> <li>Cancer</li> <li>Athletes</li> </ul>				
G MEDICAL'S SOLUTION (VSMS & COVER)							
ECG     Heart Rate	SPO2     Respiration Rate	Blood Pressure     Temperature	<ul><li>Blood Glucose</li><li>Uric Acid</li><li>Cholesterol</li><li>Haemoglobin</li></ul>				





# prizma 🙃



# PRIZMA **SENSORS**

Simply place the Prizma sensors on your smartphone and start taking tests.





# PRIZMA APP

The Prizma app is always with you on your smartphone. Download it from the Apple App Store™ or Google Play™.





# MEDICAL PORTAL

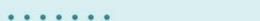
View your test results and medical history and easily share.



# **COMPLETE SOLUTION**











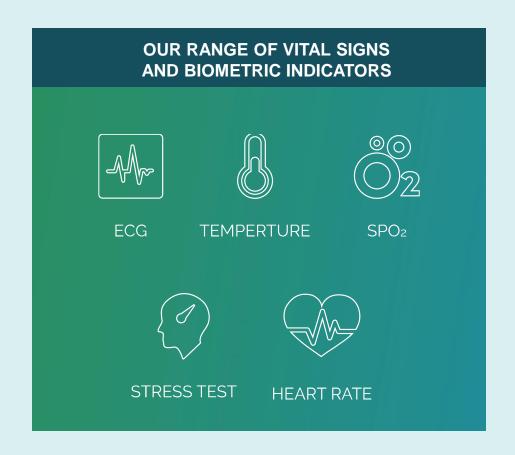
## VITAL SIGNS AND BIOMETRIC MONITORING

#### Current

- ECG measurement
- Respiration
- SpO2 Oxygen Saturation Level
- Heart rate
- Thermometer body temp
- Stress analysis

# In the pipeline

- Blood glucose measurement
- Cholesterol measurement
- Triglycerides
- Dehydration
- Hemoglobin
- Uric acid
- Lactate
- Body Fat Analyzer (BFA)
- Blood pressure PTT





# **HOSPITAL & CLINICS – G MEDICAL PATCH (GMP)**

# SIMPLE AND CONTINUOUS, REAL-TIME VITAL SIGNS MONITORING SYSTEM

A reliable and convenient bio-sensors monitoring system, which can be used in both daily hospital care and postdischarge programs.

- Modular, simple solution that provides continuous, real-time monitoring.
- Data is transmitted to a centralised, secure backend system and is available on demand and by integration into EMRs in hospitals or call centres.
- Monitoring continues post patient discharge with the use of the G Medical Smartphone Jacket.





# **HOSPITAL & CLINICS – A COMPLETE FULL SOLUTION**

# MONITORING DEVICES

- Chest Patch measures ECG, heart rate, respiration, body positioning.
- Add-on Blood Pressure.
- Add-on Ear Unit measures Temperature and Spo2.

# THE HUB -BACK END SYSTEM

- Receives and displays data from multiple patients.
- Single-and multi-patient screens.
- Use of algorithms to analyse incoming patient data.
- Alerts in case of a threshold breach.
- Generates reports.
- Available on smartphone and tablets.
- Remotely resets patient thresholds and parameters.

# THE G MEDICAL GATEWAY

- Android-based smartwatch worn by the patient:
- Receives raw or filtered data from the sensors.
- Receives test results and displays them on the screen.
- Analyses raw data using algorithms and alerts in case of a threshold breach.
- Sends raw and final data to the backend (further analysis – save data to electronic medical record, generate reports).
- Technical alerts and messages (e.g., low sensor battery, disconnected sensor, etc.).



# **COVER FULL PATIENT"S HEALTHCARE LIFECYCLE**



# COMPREHENSIVE **SOLUTION FOR STREAMLINING PATIENT** CARE ACROSS

PRE- HOSPITALIZATION

HOSPITALIZATION

POST-DISCHARGE

PATIENTS HEALTHCARE LIFECYCLE





A modular, low cost alternative for healthcare providers



## **CURRENT**

Manual measurements taken by hospital staff

- · Increased personnel
- Higher risk
- Low compliance
- Low accuracy

# Bedside Monitoring System

- High cost
- Complex system
- Allows monitoring of only 20% of beds

## **G MEDICAL**

Complementary of Vital Signs Monitoring

- low cost
- Easy to use
- Monitoring of up to 75% of beds
- Higher personnel efficiency

"monitoring more patients, made simpler, at lower costs"



#### IN HOSPITALS

- · Improving patiente care
- · Reducing malpractice cases
- · Increasing cost efficiency
- · Promoting early discharge



#### AT HOME

- · Reducing Readmissions
- · Reducing house calls
- · Improving patient safety
- · Continuous care
- Inhibiting disease deterioration



#### EMERGENCY SERVICES

- · Efficient data transmission
- Real time patient information prior to arrival
- Preventing gaps in monitoring during transfer



#### NURSING HOMES

- · Improving staff efficiency
- Improving patient safety and experience
- · Improving nurse utilization





# **G MEDICAL CALL CENTER STRATEGY**

### TRUE INTEGRATION

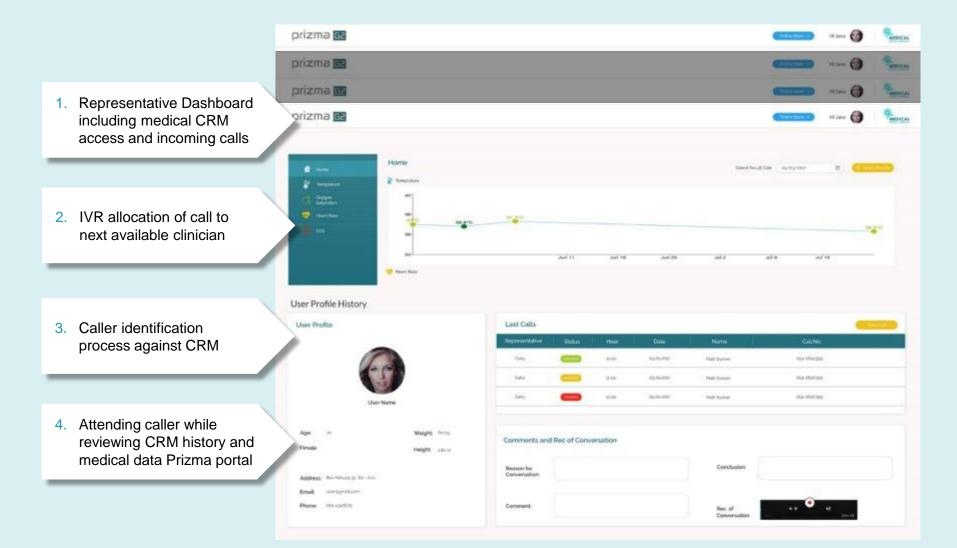
 G Medical allows patients and professionals to track, monitor and share medical data and history

- Vital signs measures are automatically presented in a call center (IDTF) or hospital settings
- Looking at opportunities to acquire a medical call center in the USA to be integrated with G Medical platform -incorporating new technologies into the call center to boost revenues
- G Medical management know-how and experience in managing medical call center





# **CALL-CENTER FLOW - Prizma**





# **GMP Patients Monitoring Station**



**Multiple Patients View** 

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THANK YOU