



**MEDICAL**

Mobility in Healthcare



# INVESTORS PRESENTATION

A NEW ERA IN HEALTHCARE

Sep 2017



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On 14 March 2017, the Company lodged a replacement prospectus for the offer of shares, a copy of which can be accessed from the Company's website at [www.gmedicalinnovations.com](http://www.gmedicalinnovations.com) or via [www.akela.vc](http://www.akela.vc). All offers of shares for the capital raising referred to in this presentation will be made in, or accompanied by, the prospectus. Investors should consider the prospectus in deciding whether to acquire shares and any person who wishes to apply for shares must complete the application form that is accompanied with the prospectus.



## OUTLINE

- ① G MEDICAL OVERVIEW
- ② MANAGEMENT & BOARD
- ③ G MEDICAL INNOVATION'S PRODUCT SUITE
- ④ CALL CENTER
- ⑤ CAPITAL STRUCTURE
- ⑥ APPENDIX AND MORE INFORMATION



# 1

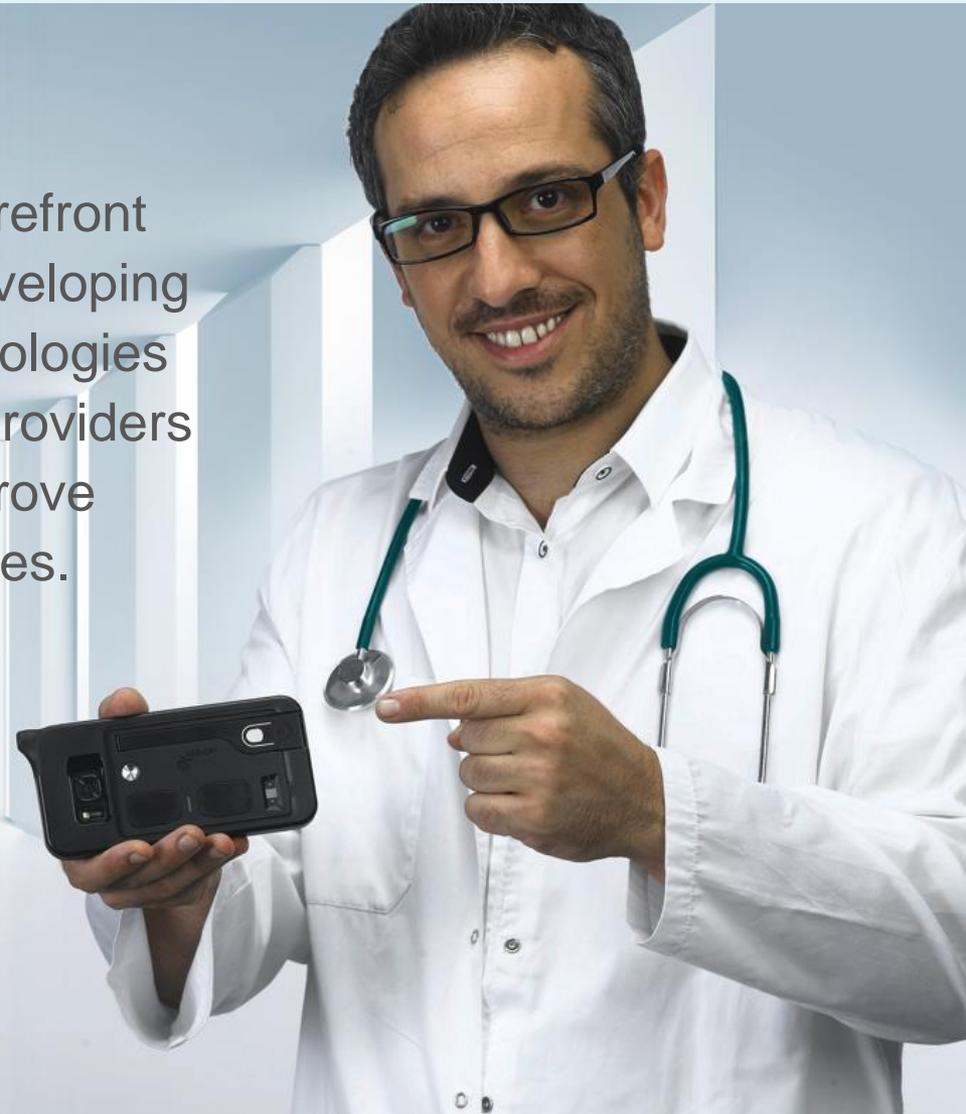


## G MEDICAL OVERVIEW



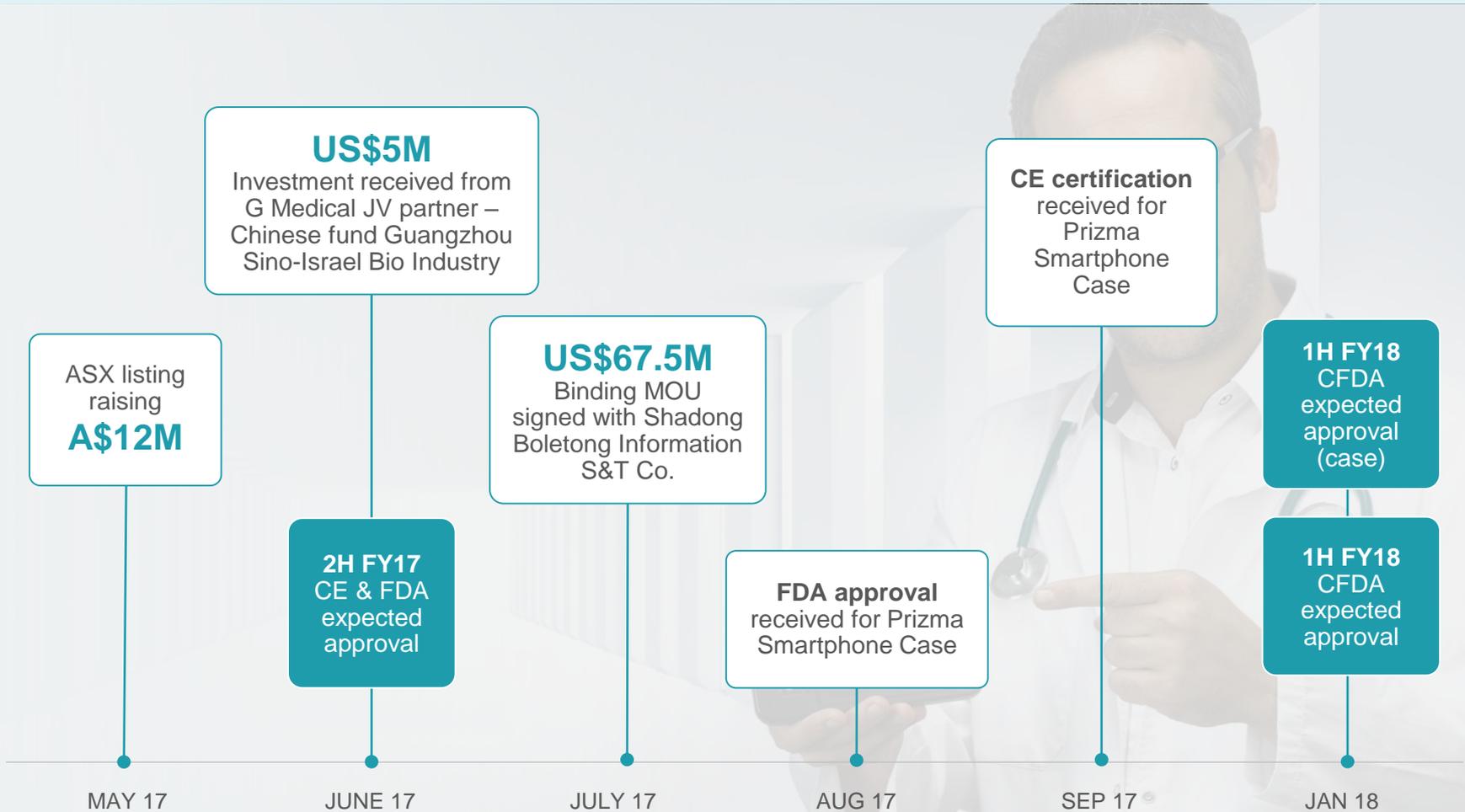
## AT A GLANCE

**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.





## MILESTONES



Source: Management





## THE COMPANY'S VISION

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:



**ENABLING EARLY  
DETECTION**



**IMPROVING  
HEALTHCARE  
OUTCOMES**



**REDUCING  
COSTS**



**EXPANDING ACCESS  
TO CLINICALLY  
RELEVANT  
INFORMATION**





## OVERVIEW

### Next generation innovative mobile health (mHealth) & E-health company, developing:

- Consumer Devices – G Medical Smartphone Case,
- Hospital and Clinical Devices – G Medical Patch (GMP)
- Cloud and Medical call centers.

### Products to be commercially ready subject to regulatory approval.

### Regulatory Approvals process status:

- Case - FDA approved
  - CE Approved
  - CFDA – expecting approval in 1H'2018
- GMP – CE & FDA expecting approval - 2H'2017
- CFDA - expecting approval in 1H'2018

**DEKRA Accreditation Granted:** Allows G Medical to conduct and recognise performance Trials 'In-House'.

**Experienced Board and management team** with the depth of expertise individually and collectively in contributing to several successful businesses including mergers, acquisitions, and IPO. As well as introducing over 40 medical devices through the regulatory approvals process.

**Listed on the ASX in May 2017** via an Initial Public Offering to raise A\$12 million, capitalising the company at A\$47 million on listing. Funds will be applied towards continued R&D, product commercialisation, including assembly, marketing, sales, distribution and business development.

**Raised US \$5 million** through JV with Chinese fund Guangzhou Sino-Israel Bio-Industry Investment Fund

**Signs binding MOU** with Shandong Boletong Information S&T Co. Ltd. for distribution of G Medical products and call center services

- Values at US\$67.5 million



## G MEDICAL INNOVATIONS

### PRODUCT OVERVIEW

#### Integrated product suite:

- Ranging from consumer medical grade to Hospital grade,
- Capturing a vast range of physiological and electrophysiological vital sign indicators,
- Using only medically certified devices, technology and applications.

**Intellectual Property:** PCT Patents lodged, Proprietary IP, TM granted in China and local Patents were filed in multiple countries.

#### Hardware and Software Proprietary Technology:

Fully Developed and owned Medical Devices.

ISO 9001 and ISO 13485 Annex II, (Full Quality Assurance System).

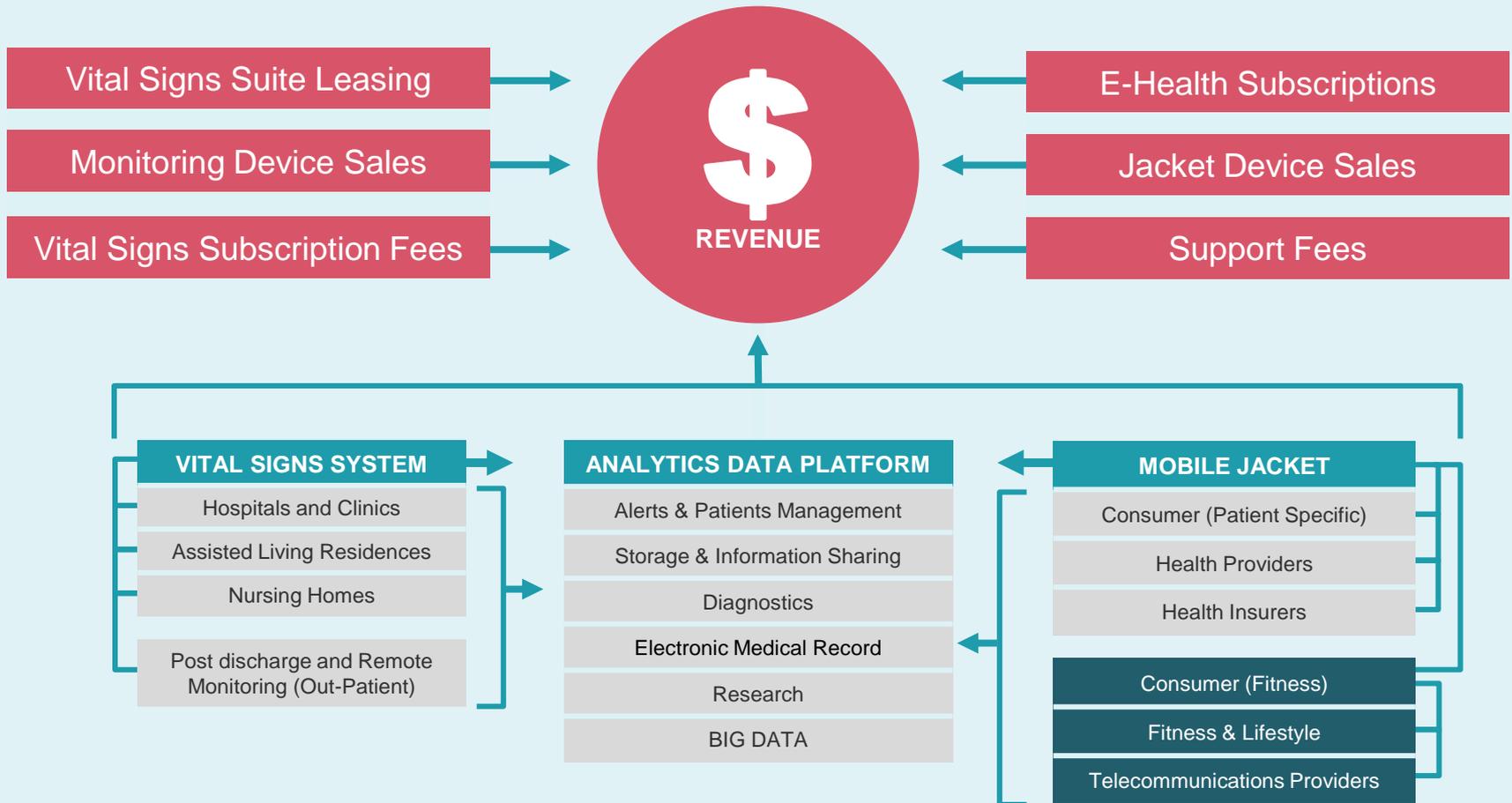
Smart Phone App – for the Smartphone Cover.

Medical Cloud Portal – portal for medical data presentations

Vital Sign Monitoring Gateway – for the G Medical Patch (GMP).

Medical Call Centre Service – providing clinicians triage and consultation

**G MEDICAL'S mHEALTH SOLUTION**  
A fully integrated device and cloud platform





# 2

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## MANAGEMENT & BOARD



## MANAGEMENT PROFILE

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 Lifewatch 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 El-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 Guangzhou 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.



A photograph of a male doctor in a white lab coat with a stethoscope around his neck, and a woman with long hair, both looking at a smartphone held by the doctor. The image is overlaid with a semi-transparent teal filter. A large white number '3' is centered in the upper half of the image, with a horizontal dotted line passing through its base.

# 3

## PRODUCT SUITE



# CONSUMER – MEDICAL SMARTPHONE SOLUTION

## EMPOWERING CONSUMERS

### Smartphone Case

- An innovative slim, lightweight cover transforming any smartphone (Apple, Samsung, LG, Huawei, etc.) into a medical monitoring and diagnostic smartphone.
- Captures a wide range of vital signs.
- Powered by an independent battery, becoming active on request.
- Very low power consumption between the Jacket and the phone.
- CE and FDA approved

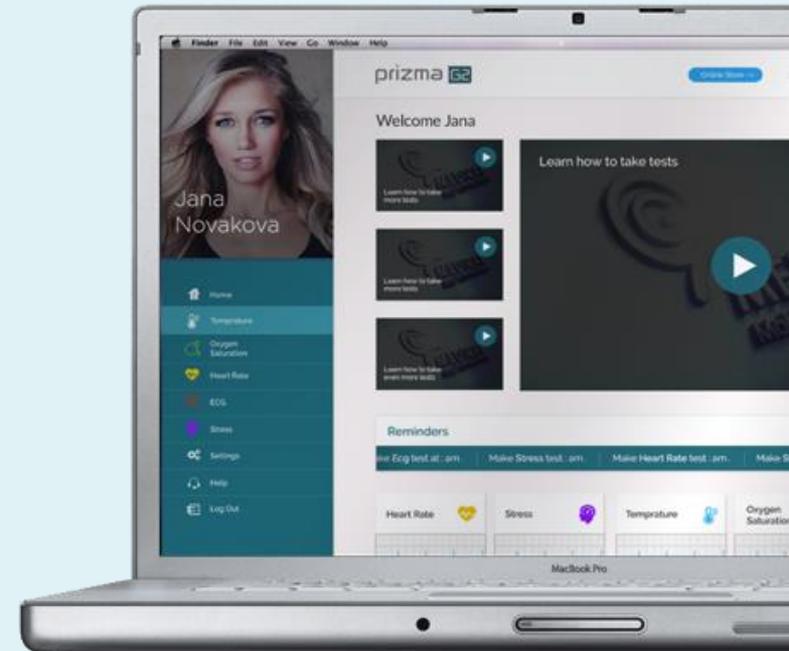


### Medical Mobile App

- Receives and displays data from the Case in Real Time, and stored on the Cloud.
- Presents a comprehensive health profile. Continuously collects and analyses medical data:
  - detecting trends over time,
  - consolidated to determine correlations between tests,
  - providing long-term monitoring solutions, not limited to emergencies.
- Automatically share medically certified data and tests results with any third party and pre-defined medical providers.
- Has the ability to send alerts, notifications, and reminders as configured by the user.
- Will be available from Apple App Store and Google Play (subject to regulatory approvals).

### Medical Cloud Portal

- Cloud service accessible from anywhere
- Present full view of medical test results history
  - For dedicated period
  - Share with any party





## PRIZMA ROAD MAP

### VITAL SIGNS AND BIOMETRIC MONITORING

#### Current

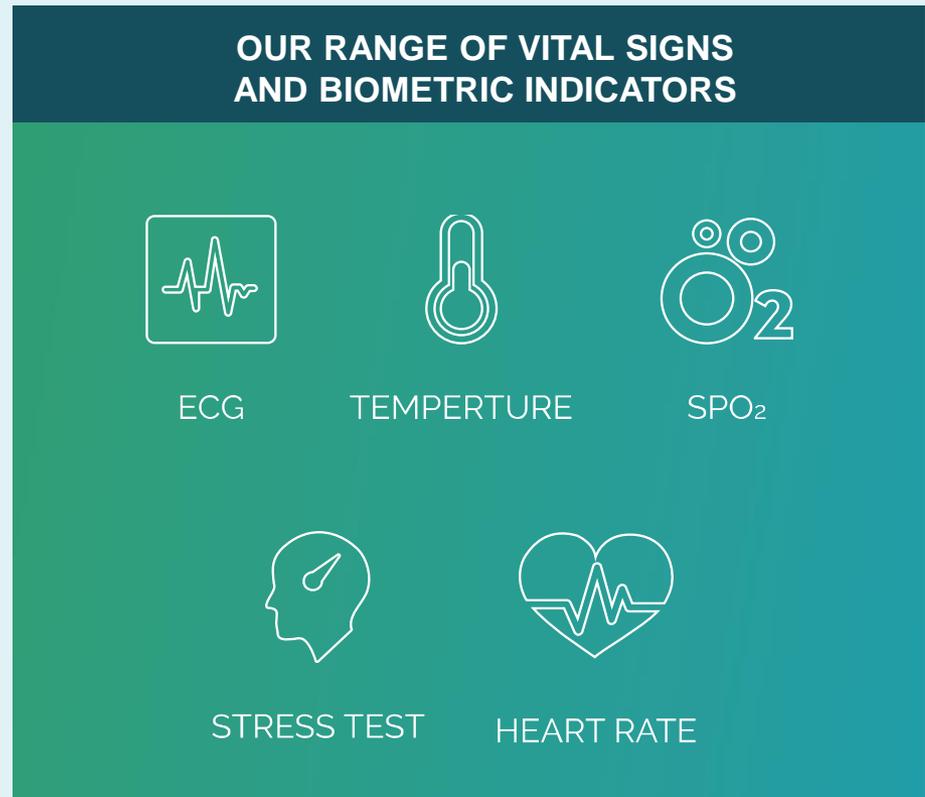
- ECG & Arrhythmia Detection Algorithm (20 types of Arrhythmias)
- Respiration
- SpO2 – Oxygen Saturation Level
- Heart rate
- Thermometer – Body Temp
- Stress analysis

#### 2nd Generation

- Blood glucose measurement
- Cholesterol measurement
- Triglycerides
- Dehydration

#### 3rd Generation

- Hemoglobin
- Uric acid
- Lactate
- Body Fat Analyzer (BFA)
- Blood pressure - PTT





## ONE CASE FOR MANY PHONES

### SEPARATION OF MEDICAL SENSORS AND PHONE

The medical sensors module is independent from the Jacket that can adapt to any smartphone model and size.

#### Minimises the number of regulatory approvals required

- The medical module (or sensor) underpinning the Jacket is identical for all smartphones which allows the Jacket to be used across a complete range of smartphones, as well as allowing the sensor itself to be removed from the Jacket housing allowing for interchangeability with different mobile phone brands or sizes.
- Avoids repeat Clinical Trials and regulatory approval costs for different mobile phones; one case to many phones.

#### Allows high Interchangeability

- Covers can be used across a complete and unrestricted mobile phone range, regardless of make, model, or upgraded software or mechanical aspects, as well as allowing the Sensor the flexibility to have future connectivity to IPADS and other wireless or Bluetooth capable interfaces.
- Allows the consumer to upgrade their mobile phone and/or case with the confidence they are still capturing medically certified and regulatory approved data.





## 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 post-discharge 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.).



## KEY ADVANTAGE

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 patient 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





# 4

CALL CENTER  
MEDICAL SERVICES



## G MEDICAL CALL CENTER STRATEGY

### TRUE INTEGRATION

- G Medical allows patients and professionals to track, monitor and share medical data and history
- Acquiring a medical call center in the USA to be used 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
- Existing call center already establish a Medicare provider number and insurance companies contracts





# CALL-CENTER FLOW

1. Representative Dashboard including medical CRM access and incoming calls

2. IVR allocation of call to next available clinician

3. Caller identification process against CRM

4. Attending caller while reviewing CRM history and medical data Prizma portal

The screenshot displays the Prizma G2 medical CRM interface. At the top, there are three stacked header bars, each with the Prizma G2 logo, an 'Online Store' button, and a user profile for 'Hi Jana'. The main content area is divided into several sections:

- Home:** A sidebar on the left contains navigation options: Home, Temperature, Oxygen Saturation, Heart Rate, and ECG. The main area shows a 'Home' dashboard with a 'Temperature' line graph. The graph plots temperature over time from June 11 to July 16, 2017, with data points at 37.1°C, 36.8°C, 37.3°C, and 36.3°C. A 'Heart Rate' section is also visible below the graph.
- User Profile History:** A section titled 'User Profile' shows a user's details: a profile picture, 'User Name', 'Age: 70', 'Weight: 80 Kg', 'Female', 'Height: 1.80 m', 'Address: Ben Yehuda 31, Tel - Aviv', 'Email: user@gmail.com', and 'Phone: 054-4345675'.
- Last Calls:** A table with columns 'Representative', 'Status', 'Hour', 'Date', 'Name', and 'Call No.'. It lists three calls, all at 11:00 on 09.01.2017, with representative 'Matt Bunker' and call number '054-2840399'. The statuses are 'connected', 'ended', and 'closed'.
- Comments and Rec of Conversation:** A section for recording call details, including 'Reason for Conversation', 'Conclusion', 'Comment', and 'Rec. of Conversation' (with a recording icon and 'Zero 1:8' duration).

# 5



## CAPITAL STRUCTURE



## CAPITAL STRUCTURE

PROPOSED METRICS	SHARES <sup>2</sup>	OPTIONS	PERFORMANCE SHARES <sup>3</sup>
Current	305,009,112	26,657,555	120,000,000
MARKET CAP	~A\$122 m <sup>1</sup>		

<sup>1</sup> May vary, based on A\$ 0.4 per share

<sup>2</sup> 233,898,001 are escrowed until May 2019

<sup>3</sup>60m Class B - when the Company receives cumulative revenue of US\$30m during any continuous 12 month period within 24 months from Admission.

60m Class C – when the Company achieves cumulative EBITDA of US\$25m during the period of 36 months following the date of Admission



# 6



## APPENDIX AND MORE INFORMATION



## LISTED PEERS

Code	Exchange	Company	Sector	Stage of Development	Market Cap*	Clinical Trial	Technology	Devices	Comments**
GMV	ASX	G Medical	Mobile & E-Health, Medical Devices	Pre-revenue. Regulatory approvals received	\$122,000,000	Multiple clinical trials completed for all devices and technology	Mobile app, proprietary software, proprietary data diagnostics and analytics	Multiple cover, vital signs monitoring suite	Multiple device sales. Multiple sector coverage (consumer and hospital). Vast medical, health and fitness indications captured. Medically certified data, diagnostics and analytics.
FIT	NYSE	Fitbit Inc	Wearables	Revenue	11,437,209,280	Nil	Proprietary software	Fitbit wearables	Consumer wearables (not medically certified)
IRTC	NASDAQ	Irythem	mHealth	Revenue	1,081,908,975	N/A	Cloud based analytics	Wearable Biosensor	Digital health solutions focused on cardiac monitoring
BEAT	NASDAQ	Bio Telemetry	mHealth	Revenue	859,177,566	N/A	N/A	Includes cardiac and INR devices	Product Distribution
PME	ASX	Pro Medicus	Health Tech	Revenue approx. \$28M FY16	537,322,721	N/A	Imaging software	No	Expanding offering in current markets
RAP	ASX	ResApp	Mobile Health	Clinical trials	58,856,707	Ongoing	Mobile App for respiratory indications	No	Single Mobile App currently for iPhone 6
VHT	ASX	Volpara	Health Tech	Revenue	87,768,398	N/A	Imaging software	No	Volpara Density Breast Tissue Imaging
NUH	ASX	Nuheara	Wearables	Revenue	58,024,657	Nil	Proprietary software	Wireless earbuds	IQbuds
OVN	ASX	Oventus	Device	Clinical trials	35,426,710	Ongoing	N/A	Yes	Single indication sleep apnoea
NTI	ASX	Neurotech	Device	Clinical trials	18,301,957	Ongoing	N/A	Single	Autism device (Mente)
ADR	ASX	Adherium	E-Health	Regulatory approval received	16,876,236	Ongoing	N/A	Yes	Sensors for inhaled medicine
LSH	ASX	Lifespot Health	E-Health	Pre-clinical early revenue	11,961,075	Nil	Mobile app	No	Uses third party devices (incl. medically uncertified). No diagnostic capabilities until regulatory approvals granted

As at 23 January 2017 \*estimated on last available public data \*\*Authors opinion





## THE CASE – MEDICALLY CERTIFIED DATA

### USER GROUPS AND INDICATIONS

	ECG	Glucose meter / HbA1C	Thermo	HRV	BFA + BMI	Oxygen	HR	BP	Uric Acid	Cholesterol	Hemoglobin	Blood Lactate	Pesticide residue detector
Diabetes (type 1&2)		✓							✓				
Symptomatic Cardiovascular Disease	✓						✓	✓		✓			
Obesity	✓	✓			✓	✓	✓	✓		✓			
Hypochondria	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓
Parents with small children			✓					✓					✓
Pulmonary patients						✓							
Pregnancy									✓		✓		✓
Nephrolithiasis (kidney stones)/Kidney disease									✓		✓		✓
Athletes	✓				✓	✓	✓	✓	✓			✓	✓
Anemia											✓		
Cancer			✓	✓							✓		✓



## THE OPPORTUNITY – REMOTE MONITORING

### HEALTH AND ECONOMIC BENEFITS ARE DRIVING STRONG GROWTH IN THIS TECHNOLOGY

Re-hospitalisation accounts for a significant amount of total healthcare spending in the USA. Currently, 18% of all in-patient admissions paid by Medicare are readmitted within 30 days, accounting for \$15 billion in costs annually<sup>1</sup>.

Overall, the use of digital health solutions is estimated to have saved \$6 billion in healthcare costs in the USA in 2014<sup>2</sup>.

In the USA alone, the near-term total addressable market for Remote Patient Monitoring (RPM) technology is estimated at \$15 billion, with its adoption potentially saving over \$200 billion in healthcare costs<sup>3</sup>.

Cardio Vascular Disease is the leading global cause of death amongst non-communicable diseases, representing 31% of all global deaths<sup>4</sup>. Worldwide, an

estimated 415 million people currently suffer from diabetes. Global health costs to prevent and treat diabetes were estimated at \$376 billion in 2010, 11.6% of total global healthcare spending.

A major proportion of diabetes spending comes from avoidable emergency room visits in cases where diabetes is not adequately managed. In the USA avoidable emergency department visits due to uncontrolled diabetes without complications increased 32.3% between 2008 and 2012 amongst adults<sup>5</sup>.

1 [hcup-us.ahrq.gov/reports/statbriefs/sb196-Readmissions-Trends-High-Volume-Conditions.pdf](http://hcup-us.ahrq.gov/reports/statbriefs/sb196-Readmissions-Trends-High-Volume-Conditions.pdf)

2 [newsroom.accenture.com/news/digital-health-solutions-expected-to-save-us-healthcare-system-more-than-100-billion-over-next-four-years-accenture-finds.htm](http://newsroom.accenture.com/news/digital-health-solutions-expected-to-save-us-healthcare-system-more-than-100-billion-over-next-four-years-accenture-finds.htm)

3 Goldman Sachs, the Digital Revolution comes to US Healthcare, June 2016

4 [who.int/mediacentre/factsheets/fs317/en/](http://who.int/mediacentre/factsheets/fs317/en/)

5 [hcup-us.ahrq.gov/reports/statbriefs/sb195-Potentially-Preventable-Hospitalizations.pdf](http://hcup-us.ahrq.gov/reports/statbriefs/sb195-Potentially-Preventable-Hospitalizations.pdf)



## 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%
<b>Total</b>	<b>28,833,405</b>	<b>11,160</b>	<b>4,041,044</b>	<b>14%</b>	<b>13,003</b>	<b>17%</b>

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





## 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.

Source: World Bank, OECD, European Commission





# THE OPPORTUNITY – mHEALTH MARKET

## THE GLOBAL mHEALTH ENABLED CARE MARKET WAS WORTH \$17.2 BILLION IN 2016

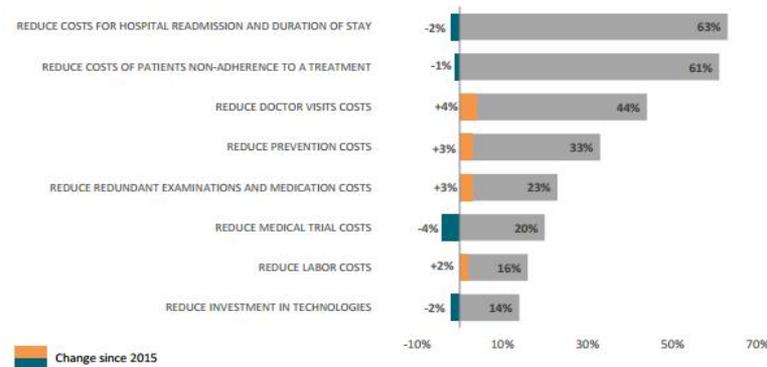
The bulk of the global revenues come from services for diagnostic, monitoring, chronic disease management, and ageing applications. The fastest growing segments have been mobile tools and healthcare apps, which have grown at 26% and 14% cumulative annual growth rate (CAGR) respectively between 2013 to 2016.

Source: Prost & Sullivan, Clinical mHealth Growth Opportunities, June 2016



### MHEALTH WILL HAVE THE HIGHEST IMPACT ON REDUCING COSTS FOR READMISSION AND DURATION OF STAY IN HOSPITAL

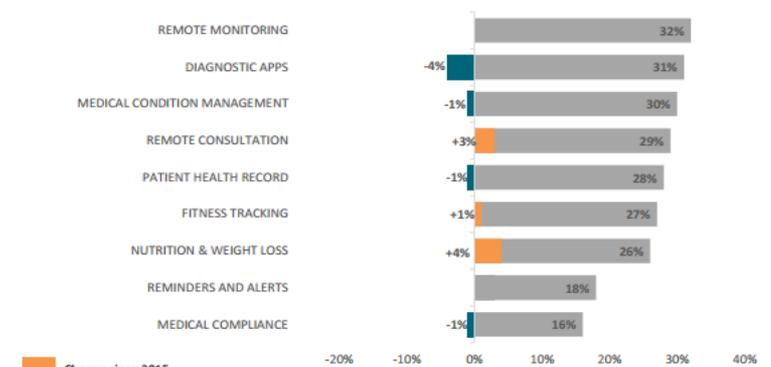
On which cost drivers will mHealth have the highest positive impact in the next 5 years?



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Source: research2guidance - mHealth App Developer Economics study 2016, n=2600

### REMOTE MONITORING IS NOW THE APP CATEGORY WITH THE GREATEST MARKET POTENTIAL RATING IN THE NEXT 5 YEARS

Which mHealth app categories will offer the highest market potential in the next 5 years?



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## THE OPPORTUNITY – REMOTE MONITORING

### MAJOR CAUSES OF READMISSIONS & G MEDICAL’S SOLUTIONS

TYPE OF DIAGNOSIS			
CARDIAC	PULMONARY	OTHER	GEN 2/3 INDICATIONS
<ul style="list-style-type: none"> <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 style="list-style-type: none"> <li>• Chronic obstructive pulmonary disease and bronchiectasis</li> <li>• Pneumonia (except that caused by TB or STD)</li> </ul>	<ul style="list-style-type: none"> <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 infections</li> </ul>	<ul style="list-style-type: none"> <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)			
<ul style="list-style-type: none"> <li>• ECG</li> <li>• Heart Rate</li> </ul>	<ul style="list-style-type: none"> <li>• SPO2</li> <li>• Respiration Rate</li> </ul>	<ul style="list-style-type: none"> <li>• Blood Pressure</li> <li>• Temperature</li> </ul>	<ul style="list-style-type: none"> <li>• Blood Glucose</li> <li>• Uric Acid</li> <li>• Cholesterol</li> <li>• Haemoglobin</li> </ul>





THANK YOU