

# bewell<sup>®</sup> connect

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A unique end-to-end health platform providing a complete medical monitoring via multiple gateways



High-end digital healthcare services



Comprehensive suite of smart health devices



*Investor Summit  
December 11, 2017*



# BEWELLCONNECT IS AT THE FOREFRONT OF CONNECTED HEALTH

**Recent awareness of the healthcare system led to a drastic change in behavior of all health stakeholders**

**As a technology pioneer in connected health putting patient at the center, BewellConnect is disrupting the ecosystem through innovation while addressing new market needs**

**bewell<sup>®</sup>**  
**connect**

# TELEHEALTH EXPERIENCES BOOMING GROWTH, FUELED BY TECHNOLOGICAL PROGRESS

Increasing incidences of chronic conditions and rising demand for self-care are boosting telehealth market

Telehealth enables a reduction of 54% in hospital days, 32% in hospital admissions and \$2,000 savings per year per patient

86% of patients conduct a health-related search before scheduling a doctors appointment

**7 million** patients will be using telehealth services globally by 2018

39% of patients self-medicate due to a lack of time

Telehealth is the answer to the shortage of healthcare infrastructure in remote and isolated communities

North America currently dominates the global telemedicine market. The Asia-Pacific region will experience lucrative growth through 2025

Global telemedicine market is expected to reach \$113.1bn by 2025

# REMOTE PATIENT MONITORING IMPROVES ACCESS TO HEALTHCARE

## A BETTER QUALITY OF CARE



- + Remote Patient Monitoring (RPM) technologies enable **patient monitoring outside of conventional clinical settings**
- + RPM uses **digital technologies to collect health data** from an individual in one location and **digitally transmit that information securely to a health system** in a different location
- + **RPM devices particularly target chronic diseases** such as diabetes, cardiovascular conditions and cancer
- + Collected data include **vital signs, weight, heart rate, pulse and blood pressure**

## KEY DRIVERS OF THE RPM MARKET



- + Expanding **aging population**
- + Escalating **hospital-based treatment costs**
- + **IOT-driven device connectivity** & technological advancements
- + **Readmission penalty** on hospitals
- + Measures to **cut healthcare expenditures**
- + **Prevalence of chronic diseases**



*7.1m people are remotely monitored worldwide*



*RPM market grew by 44% in 2016*



*RPM might save c.\$200bn across all conditions over the next 25 years, mainly by managing chronic care in the US*



*RPM can reduce costs for elder care in rural areas by 25%*



*In the USA, healthcare spend amounts to 18% of GDP*

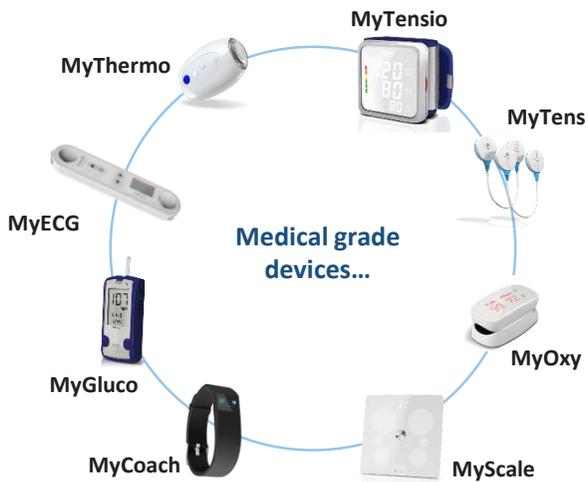


*RPM devices market expected to reach \$1.9bn by 2025*  
*North America accounts for c.40% of RPM devices market*

# BEWELLCONNECT, AN ECOSYSTEM OF DEVICES AND SERVICES ENHANCING CARE COORDINATION

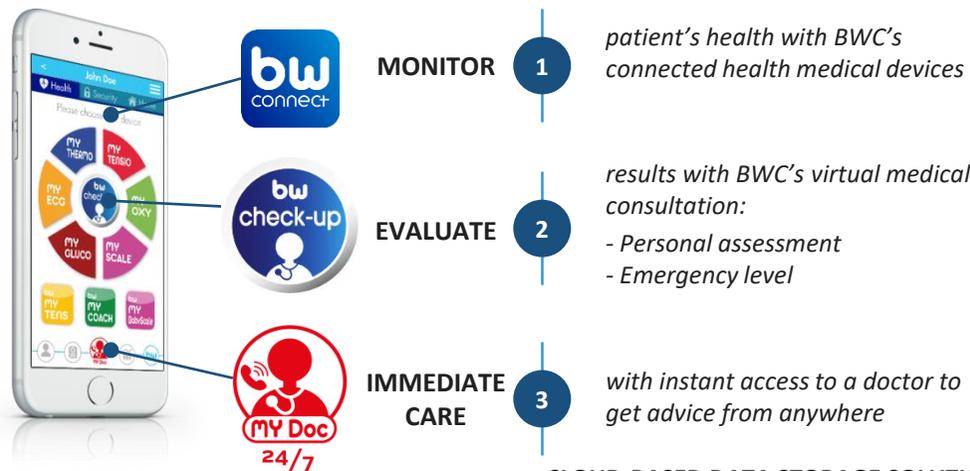
## B2B2C and B2C devices and services

Medical devices and services to track health and activity through an easy-to-use app



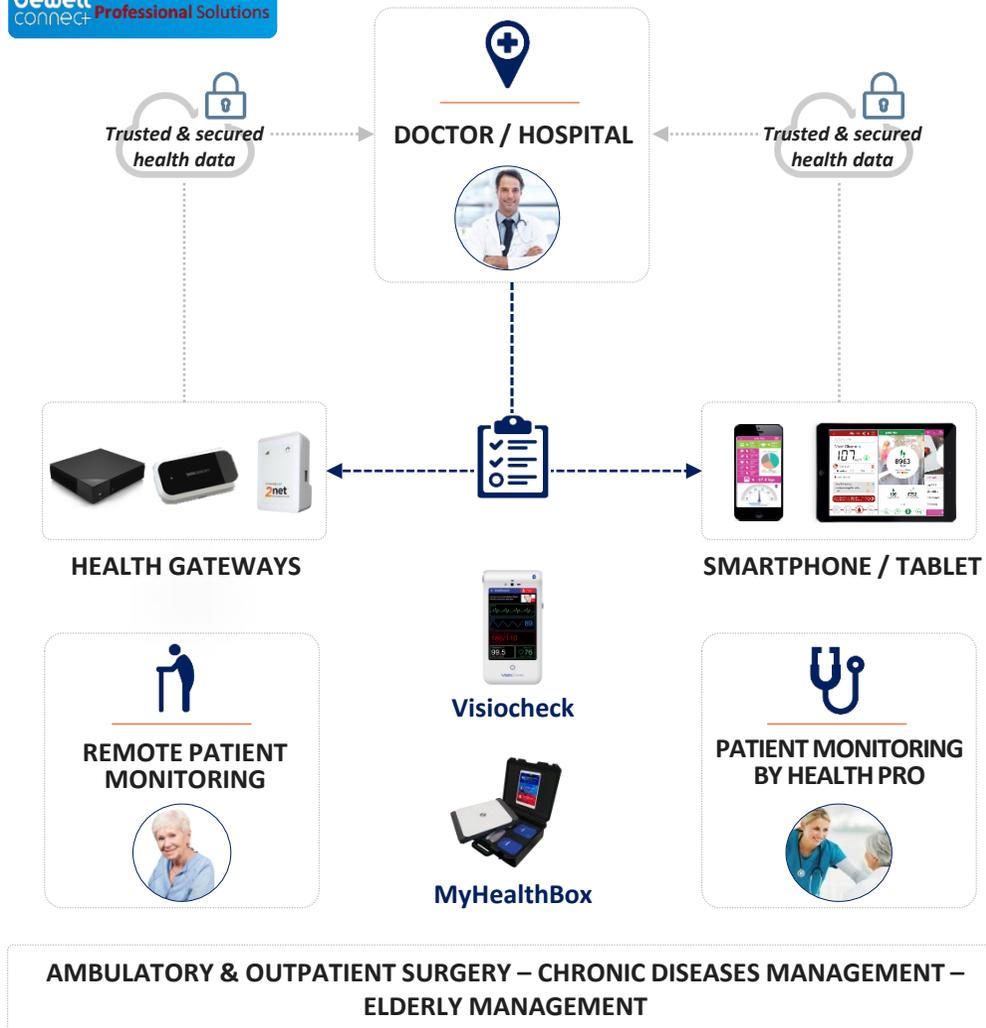
Medical grade devices...

...connected to a single application: BW Connect



## B2B solutions

Professional telemedicine and health remote monitoring solutions



CLOUD-BASED DATA STORAGE SOLUTIONS COMPLIANT WITH ALL LOCAL STANDARDS



# A UNIQUE END-TO-END MEDICAL SOLUTION BRINGING VALUE TO ALL STAKEHOLDERS



## ON THE PATIENT SIDE

- + Earlier and more accurate diagnosis
- + Greater patients engagement and enhanced quality of life
- + More adapted medication
- + Possibility for rural residents to receive remote expert diagnosis and treatment
- + Real time treatment through video technology
- + Better access to medical specialists
- + Enhanced senior wellness and preventive care through telemedicine



## ON THE HEALTHCARE SIDE

- + Lower cost and time saving for healthcare institutions
- + Reduced unnecessary appointments
- + Better information, communication and reactivity
- + Proactive and targeted care for more adapted medical decisions
- + Reduced hospital readmissions
- + Faster access to patients medical history
- + Improved administrative efficiency and coordination
- + Better use and storage of medical data

**bewell**  
connect+

**BWC is ideally positioned to bring value added products and services to patients and healthcare professionals**

# ZOOM ON CEGEDIM BEWELLCONNECT PARTNERSHIP

Jean-Claude Labrune – President and CEO of CEGEDIM – Extract of 2016 annual report

« ... the growing need to make the economics of healthcare more efficient means that we need to develop new patient monitoring and health record tools, and create tools for coordinating healthcare between health professionals. To do so, we need a strategy that integrates connected devices and telemedicine... »

## BUSINESS CASE

## BEWELLCONNECT OFFER

### Providers

Equipment of providers in their office for :

- i) Upload of their patients vitals in their EMR
- ii) RPM for chronic diseases patients

Connected medical devices

+

Technical solution (gateways) to upload information in the EMR



### Health professionals

Equipment of health professionals for home visits

Visiocheck including video teleconsultation and upload of medical data in the EMR

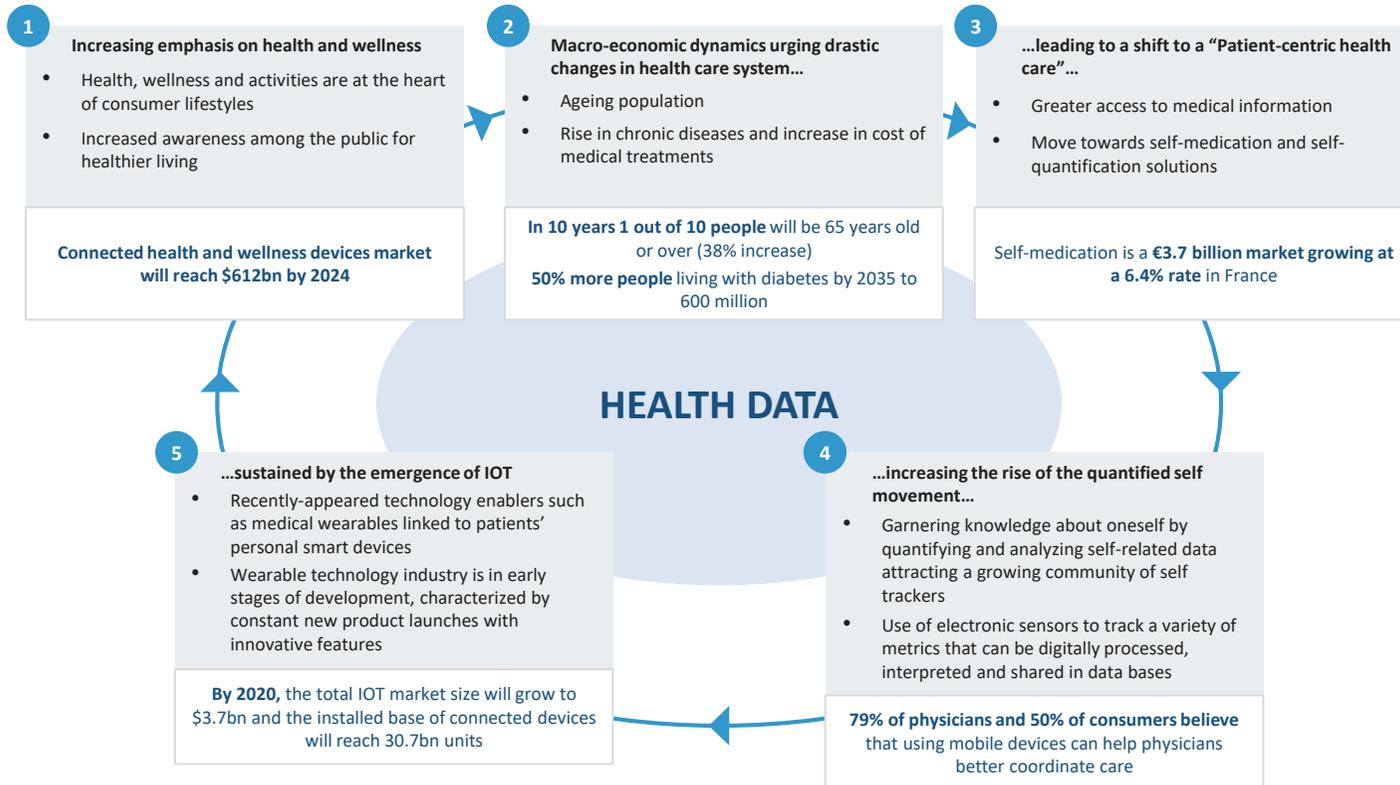
### Payers

Supply of a triage algorithm before opening a telehealth consultation

BewellCheckup in capitation in insurance contracts

# DATA IS AT THE HEART OF THE SHIFT TO PATIENT-CENTRIC HEALTH

Adoption of health connected devices generates massive amounts of available personal data



Sources Dickson Data, PiperJaffray, ICD, McKinsey, Gartner, Business Monitor International, OECD, AFIPA, CCS, IHS

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Thank you for your attention !

*gth*

*Investor Summit  
Decembre 11, 2017*

 **cegedim**