

Better Care

Welcome to all-around connected healthcare

March, 2018



*Wise Innovations for a
Better Care*

Better Care

The opportunity



- Patients monitored 24h a day in ICU units, Reanimation, Neonates...
- Almost all information displayed in devices screens is lost. It's not stored neither automatically analyzed!
- Waveforms contain hidden information not seen in instant numerical values



- Different devices, software, communication protocols and interfaces...from different brands. Integrating everything is a headache
- Entry barriers to IoT, digitalization, big data analysis in hospitals...
- Why Better Care and not any big medical devices companies?

Better Care is proud to present the **first software platform** offering a **complete connectivity solution** for today's healthcare needs.

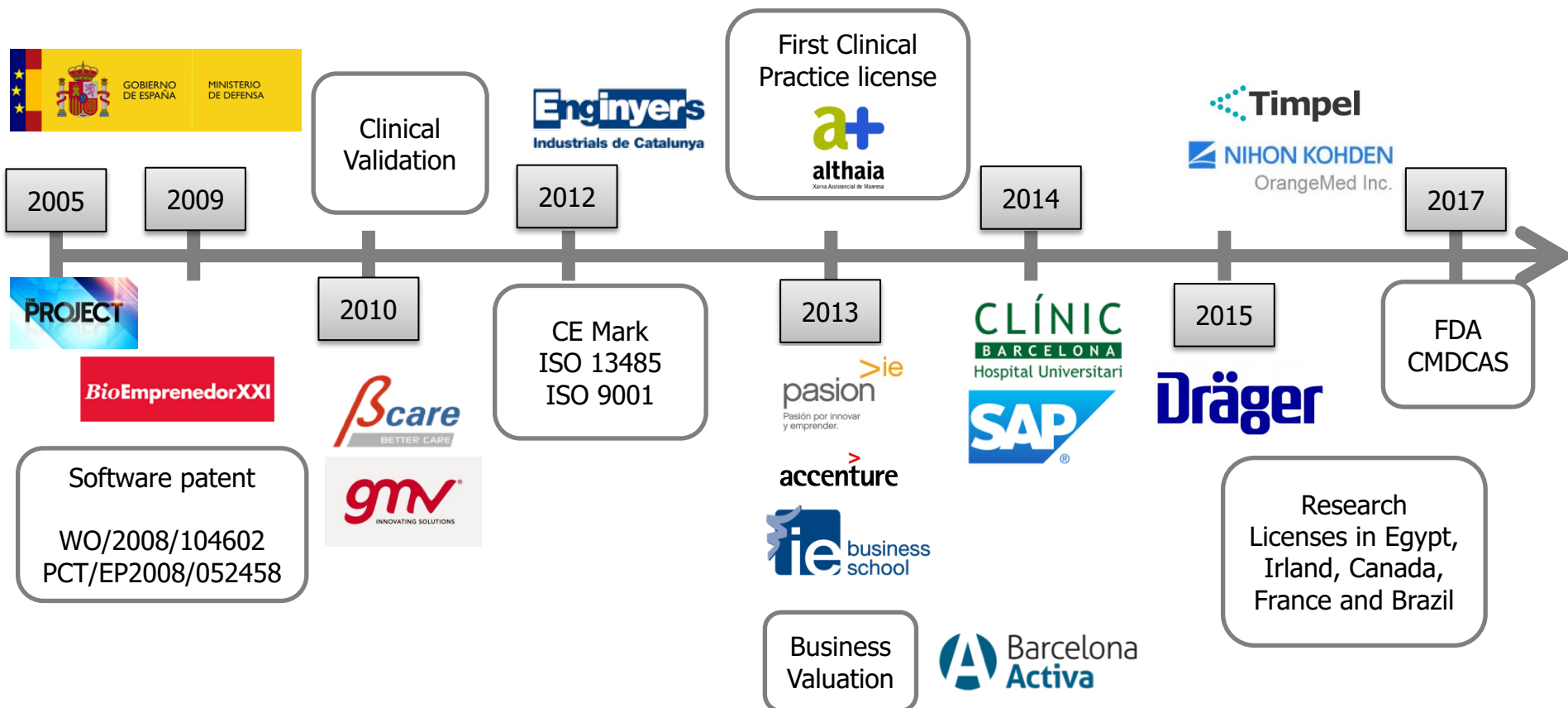
BC Link is focused on **patient data and its availability**. It doesn't matter what is producing the data: BC Link will acquire it, process it, display it and send it wherever is needed.

There's no need to go after patient data anymore, data will always reach you instead.

Welcome to all-around connected healthcare

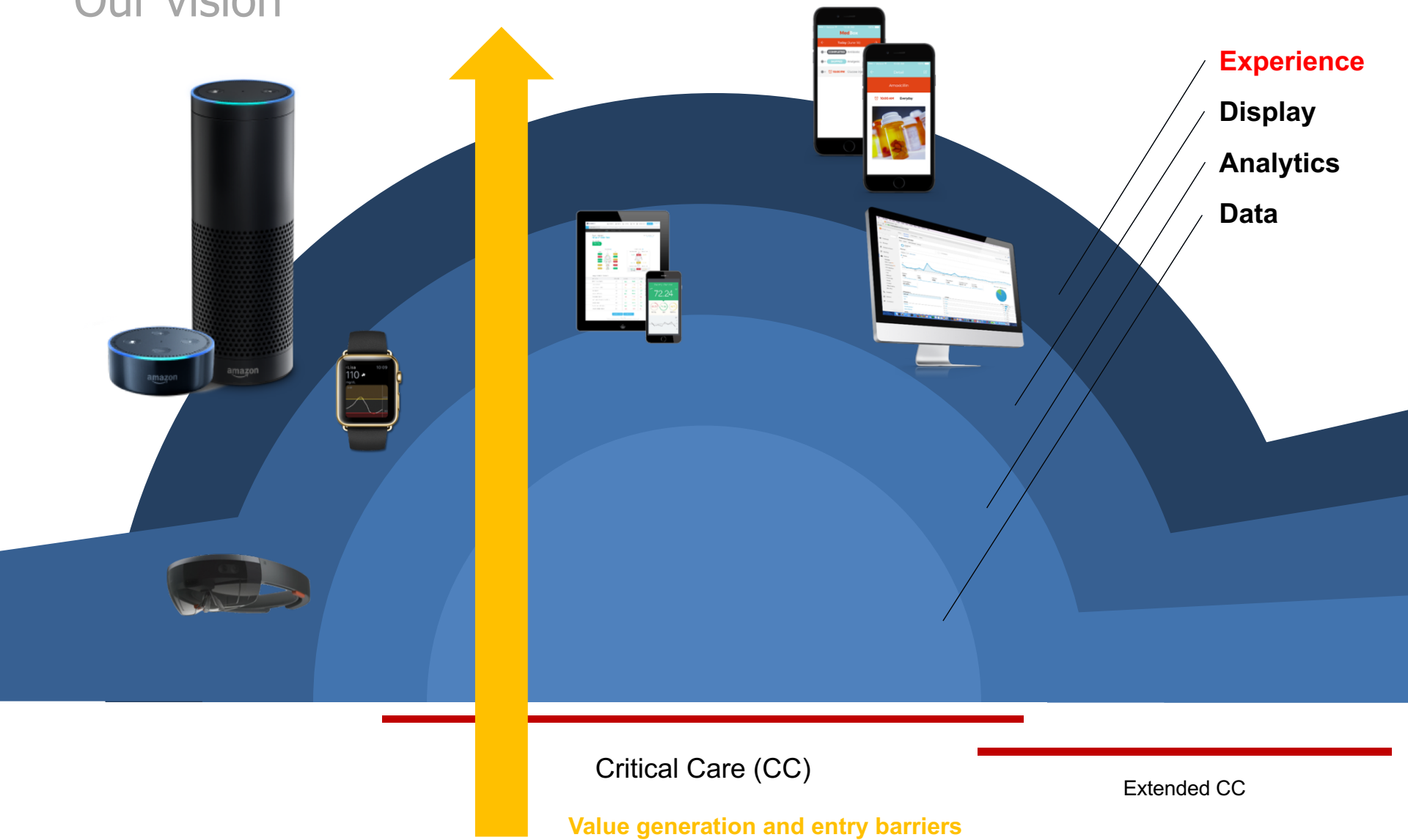
Better Care

Top Milestones



Better Care

Our vision



Better Care

Management Team



Leadership



Bernat Sales
CEO
Co-founder



Jaume Montanyà
Head of R&D
Co-founder

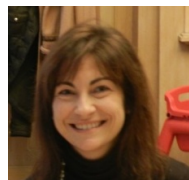


Dr Lluís Blanch
Chairman
Co-founder

Financials



Josepa Blanch
Financial advisor

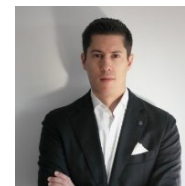


Gloria Palomar
Co-founder

Advisory Team



Dr. Umberto Lucangelo
Scientific advisor



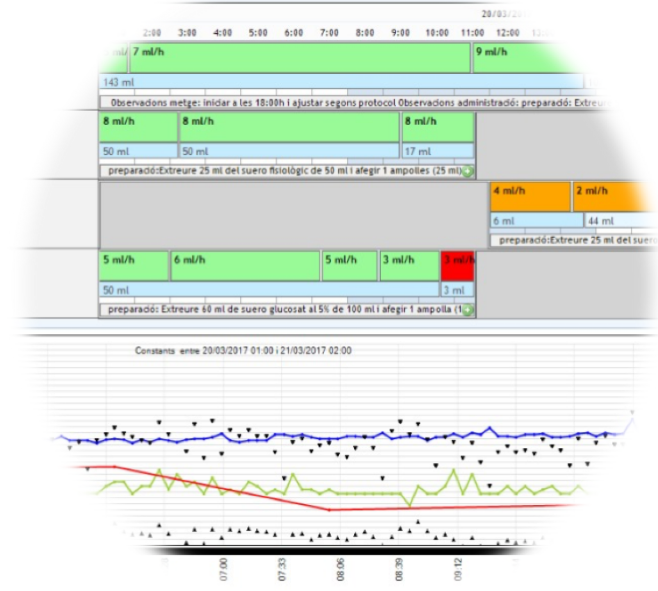
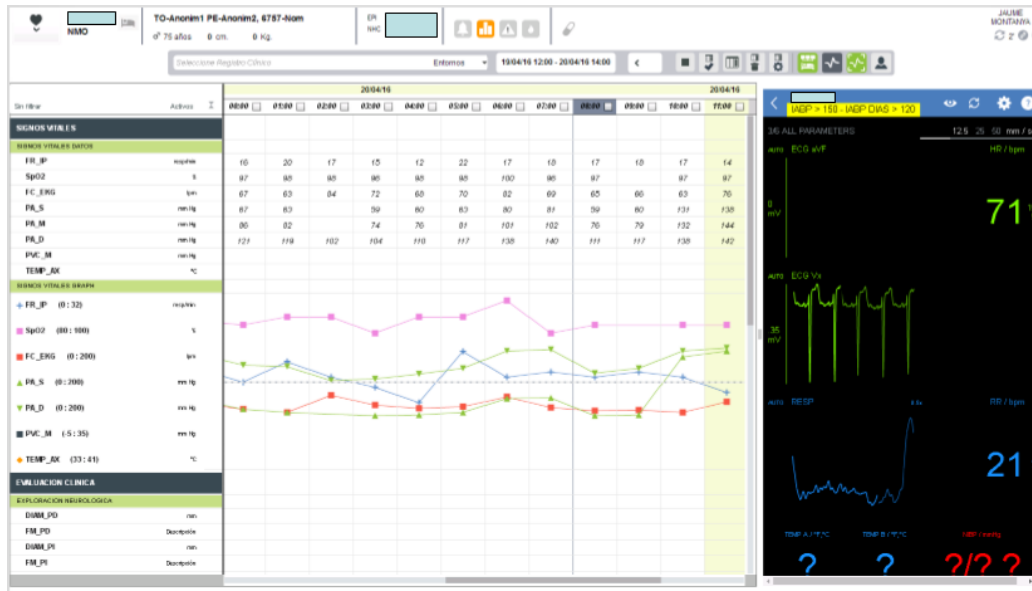
**Antonio
Sánchez-Cordero**
Senior Advisor



Dr. Gastón Murias
Scientific advisor

The Product: BC Link

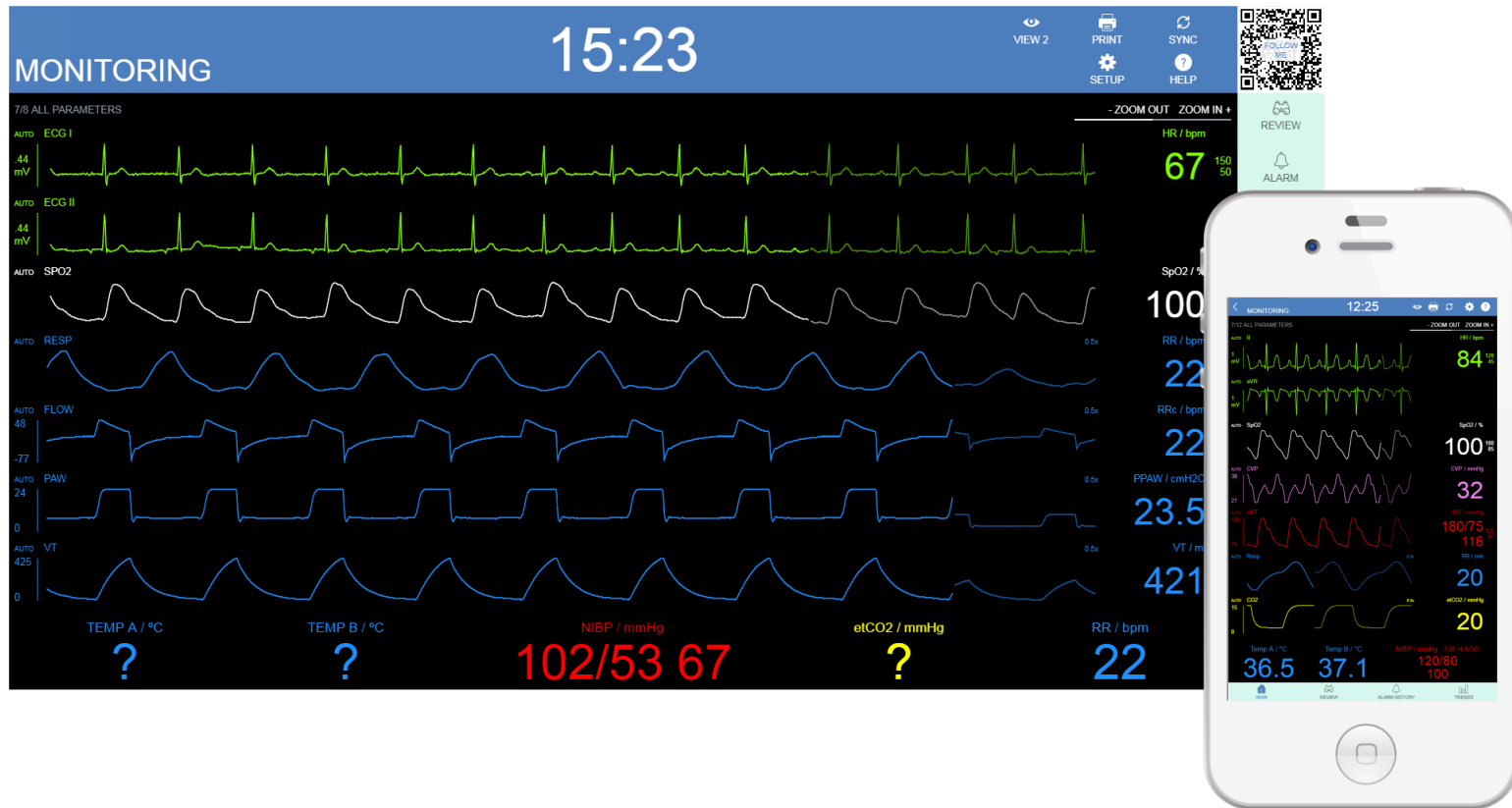
Advanced Interoperability



BC Link offers compatibility with the vast majority of bedside medical devices in ICU and step down units. Additional drivers can be developed upon request. Our platform integrates with SAP, one of the major Hospital Information System (HIS) using custom and standard (HL7) medical protocols.

The Product: BC Link

Web Viewer: Remote patient monitoring



View all available real-time and full disclosure patient data (waveforms, vital-signs and alerts) wherever you are with just a PC, a smart-phone or tablet same as bedside. Web Viewer is built with multi-platform technology (HTML5) making it portable and ready to be integrated with any HIS.

The Product: BC Link

Processing capabilities: Advanced indicators and biomarkers



Patient ID: ANON
Date: 22/08/2012

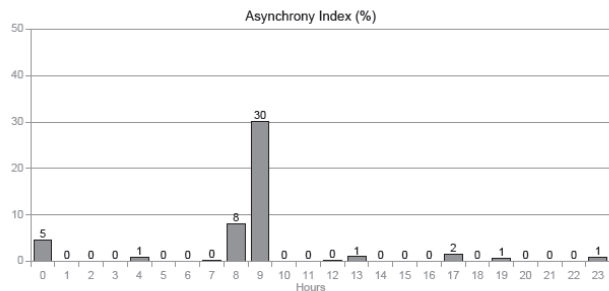
Name	Events in 24 h
Prolonged Cycle	5
Short Cycle	6
Secretions	0
Trapped Air	168
IIE	598
P Plat > 32 cmH2O	0
Double Trigger	65

IIE = Ineffective Inspiratory Effort

2h Mean of the following parameters:

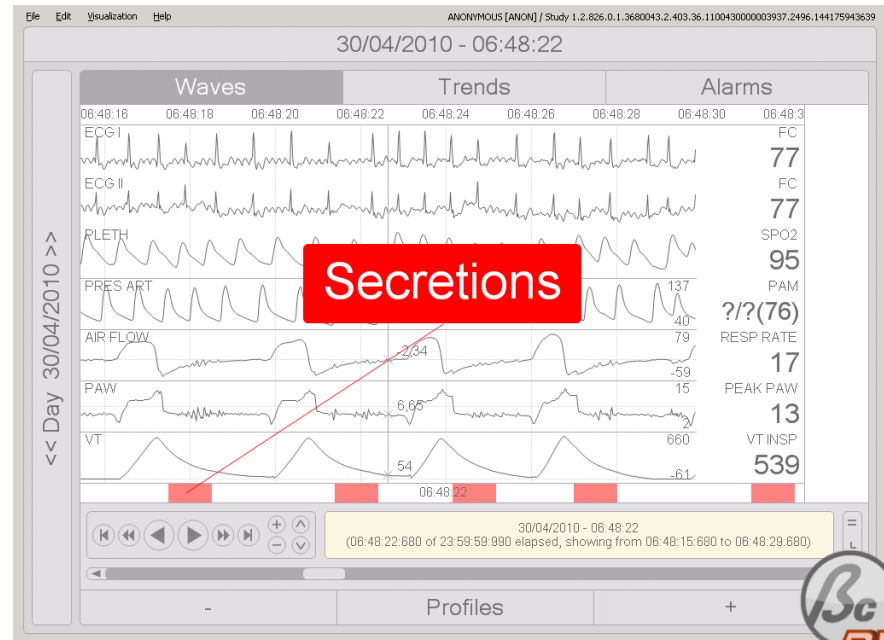
	00-02	02-04	04-06	06-08	08-10	10-12	12-14	14-16	16-18	18-20	20-22	22-24
HR (bpm)	90	86	89	80	82	85	95	108	94	106	100	89
SpO2 (%)*	98	99	98	98	98	99	97	97	99	96	96	97
Compliance (mL/cmH2O)	38	33	33	35	46	31	32	33	32	31	33	31
Resistance (cmH2O/L/s)	9	8	8	8	9	9	10	9	9	10	9	9
Ventilatory Mode	CF	CF	CF	CF	CF	CF	CF	CF	CF	CF	CF	CF
Resp Rate (bpm)**	18	18	18	18	18	18	18	18	18	18	18	18
Total Resp Rate (bpm)***	19	18	18	18	20	18	18	18	18	18	18	18
Volume Tidal (mL)	382	370	385	370	375	369	368	368	368	368	368	369
Insp Time (sec)	1,13	1,13	1,13	1,13	1,13	1,13	1,13	1,13	1,13	1,13	1,13	1,13
Exp Time (sec)	2,19	2,21	2,19	2,21	2,14	2,21	2,21	2,21	2,21	2,21	2,18	2,21
Peak Insp Flow (L/m)	32	32	32	32	32	32	32	32	32	32	32	32
Peak Exp Flow (L/m)	-44	-49	-49	-47	-39	-48	-47	-47	-48	-47	-46	-48
Peak Paw (cmH2O)	22	23	23	22	21	27	27	26	27	27	26	27
PEEP (cmH2O)****	8,05	8,03	8,01	8,04	8,04	5,02	5,03	5,05	5,03	4,99	4,96	5,02
Total PEEP (cmH2O)	7,99	7,96	7,95	8	8,1	4,96	4,95	5,01	4,98	5,03	5,04	5,02

*SpO2 = Hemoglobin O2 Saturation
**Resp Rate = Machine Breaths + Patient Trigger Breaths
***Total Resp Rate = Machine Breaths + Patient Trigger Breaths + IIE
****PEEP = positive end expiratory pressure



$$AI = \frac{(IIE + SC + PC + DT) \times 100}{\text{Total Resp. Rate}}$$

IIE = Ineffective Inspiratory Effort
SC = Short Cycle
PC = Prolonged Cycle
DT = Double Trigger

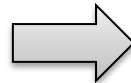


BC Link does not only collect patient data, it can also analyze it. System provides multiple indicators and biomarkers that can be used for clinical support decisions, making it easier to track patient status and evolution. Non-exclusive Partnership with Timpel and Orange Med (a Nihon Koden startup) signed in 2016 and 2017 to use the patient-ventilator indicators in their ventilators.

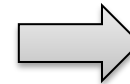
The Product: BC Link

Data Exploitation

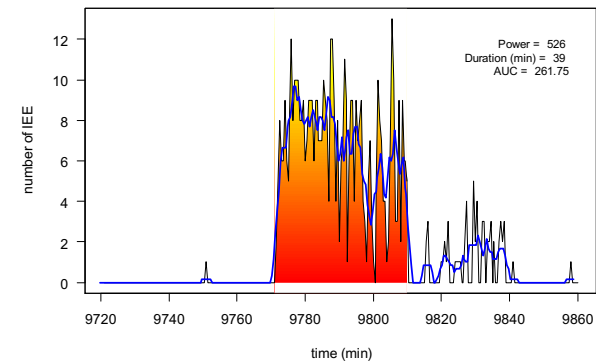
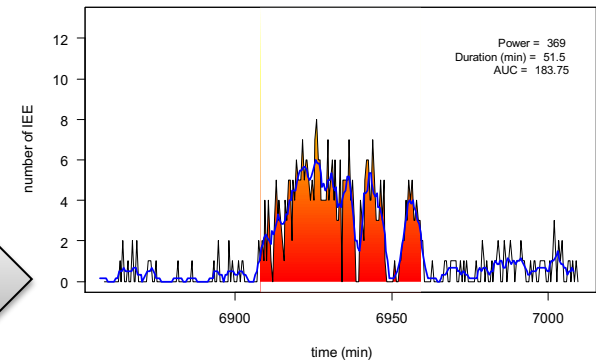
BC's Big Data



Data Analytic Tools



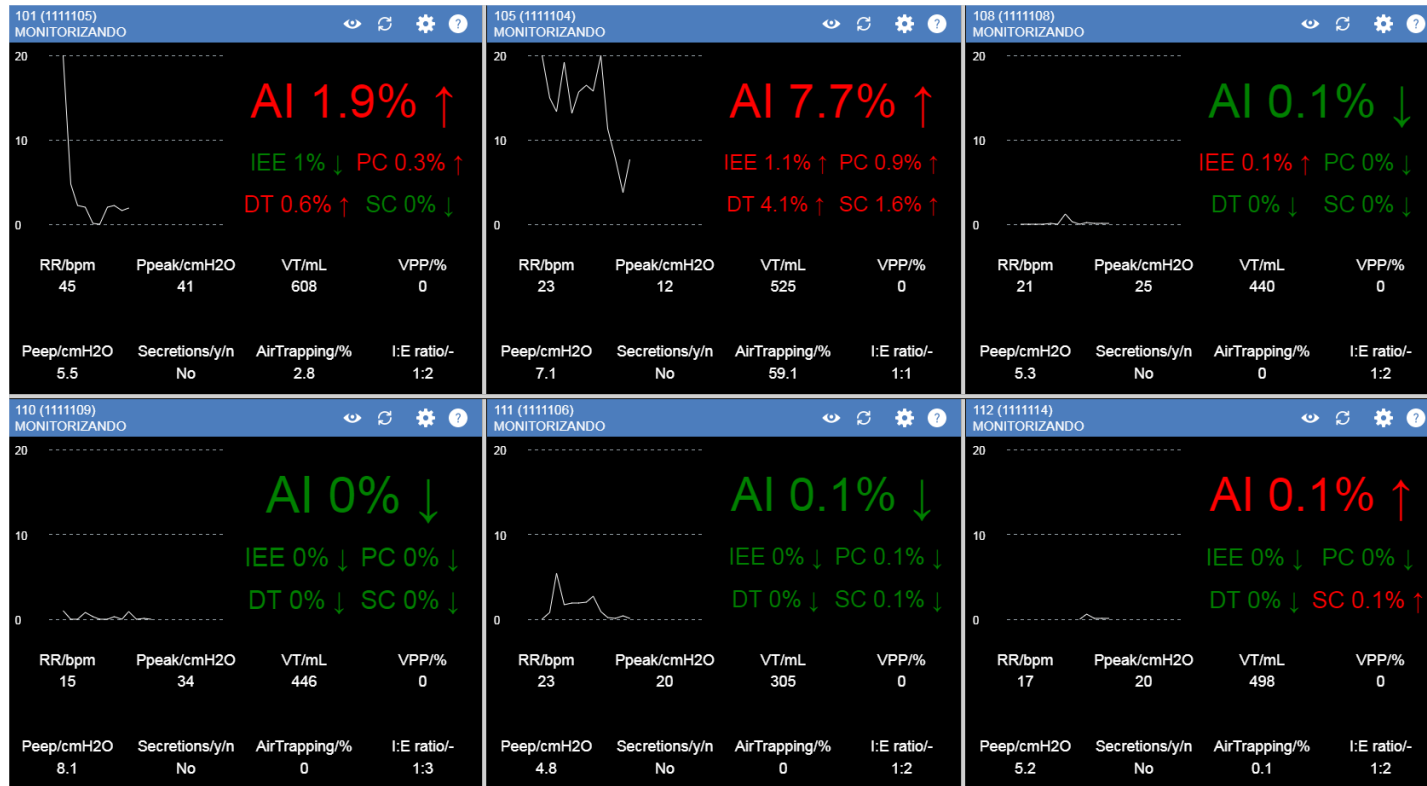
Predictive Analytics Results



Better Care's big data sources are open to be used in a third party data analytics tools to get predictive analytics results. Some recent scientific publications involve Better Care technology: **(Asynchronies during mechanical ventilation are associated with mortality ICM 2015, Automatic detection of ventilatory modes during invasive mechanical ventilation, Crit Care 2016)**

The Product: BC Link

Smart Data Display
















An example of how BC Link processing capabilities can improve healthcare. Smart Data Display is an efficiency-wise interface built by clinicians for clinicians, providing the information needed to track patient-ventilator interaction evolution. Indicators and markers are calculated with data coming from Hemodynamics, Mechanical Ventilation, Demographics, Drug administration, severity scores, comorbidities and live video.

Market Competitors

Competitive Advantage



	Better Care	IMDsoft Metavision	GE Centricity
Integration with all major Hospital Information Systems	Yes	Yes	Yes
HIS/EMR vital sign integration (sampling frequency)	1 second 	1 minute 	1 minute 
Biomedical Waveform Recording (RAW/PACS)	Yes 	No 	No 
Remote real-time monitoring (waveforms, parameters, Alerts)	Yes 	No 	No 
Patient-Ventilator interaction indicators	Yes 	No 	No 
Anesthesia Management (Gas flow, etc..)	Yes (In development)	Yes	Yes
Clinical decision support	Yes (In development)	Yes	Yes
Research capabilities	Yes 	Very limited	Very limited

Market Segment

Application fields



There are three main targets identified by Better Care:

- **Big Data/Medical Device Companies/OEM**

Data analysis companies, manufactures that want to incorporate Better Care algorithms/processing capabilities or BC Link connectivity features into their products

- **Clinical practice - Hospitals and institutions**

Big Hospitals and Hospitals departments that need BC Link connectivity and/or processing solution

- **Research Groups**

Better Care

Customers



Big Data/
Medical Device
Companies/OEM



Clinical Practice



Research



ST. JAMES'S
HOSPITAL
FOUNDATION



St. Michael's

Inspired Care.
Inspiring Science.



Business Model

Go-to-Market strategy



Better Care aims to raise **€1m to:**

- **Implement commercial and operational strategy** : develop commercial traction and gain a strategical leadership position in all hospital connectivity areas
- **Empower platform clinical value:** develop new processing and analysis algorithms and techniques

Business Model

Key financials



<u>Year</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
Revenues (EUR)	346,574	376,731	1,242,085	2,326,072	3,881,451	5,245,697
COGS (EUR)	302,692	283,833	867,572	1,503,292	1,966,104	2,509,104
Gross Margin (%)	12.66	24.66	30.15	35.37	49.35	52.17
Operating Expenses (EUR)	1,473	50,884	74,495	114,570	164,842	236,321
Operating Margin (%)	12.24	11.15	24.15	30.45	45.10	47.66
EBIT (EUR)	42,409	42,014	300,018	708,210	1,750,000	2,500,000
Number of Customers	12	16	24	35	48	60

Series A round: **1M €**

Thank you for your time

More information:

bettercare@bettercare.es

