

“Results show that unnecessary follow-up procedures may be reduced in 22% of patients”

Company: **Optellum**

What product have you created?

Optellum is the world's first precision medicine software for the early diagnosis and treatment of lung cancer. At the heart of the system is a unique Lung Cancer Prediction digital biomarker based on AI/Deep Learning. Our first application is early lung cancer diagnosis. Results show that unnecessary follow-up procedures may be reduced in more than 22% of patients, whilst another 18% may receive earlier life-saving treatment.

Elevator Pitch

Optellum was founded so that every lung cancer patient is treated at an early stage and cured.

It is developing the world's first software for personalized early diagnosis & treatment of lung cancer. At the core is a Lung Cancer Prediction digital biomarker based on Deep Learning. Results show that unnecessary follow-up procedures may be reduced in 22% of patients, whilst 18% may receive earlier life-saving treatment.

Unique advantages: 1) the world's largest curated dataset, 2) working with global lung cancer guidelines authors, including a prospective multi-center trial led by Oxford University Hospitals, 3) Founders are the world leaders in lung cancer diagnosis AI, and have track records of 10 startups (5 trade-sales and 1 IPO).

What other resources do you look for from an investor?

We look for strategic alignment and value beyond money. Including

- 1) helping us to understand, navigate and gain credibility in the US & Asian healthcare market
- 2) opening distribution channels to pulmonologists, thoracic surgeons and primary care
- 3) opening distribution channels and helping to gain trust in the hospital CIO office

How much funding are you looking for?

\$5m - \$8m

Key contact

Dr. Vaclav Potesil

E-Details

www.optellum.com

Event

Global Investor Forum
3 May 2018

“High accuracy, real time measurement at an affordable price using 3D technologies”



Company: **E-Health Technical Solutions (eHTS)**

What product have you created?

eHTS' WIVI is an immersive 3D technology to assess and improve children's visual dysfunctions at an affordable price. In just 20 minutes, WIVI provides a complete cognitive assessment and treatment analysis with more than 50 parameters (current systems only 4), while creating an engaging experience to the user. WIVI clinical performance demonstrated that it can revolutionize current practices: A variety of tests have reached 95% accuracy. WIVI reduces the standard treatments from 6 to 2.5 months, while being a cheaper alternative (58%-85%). Our team has 25+ years experience in the sector and holds a strong commercial network to reach the market.

Elevator Pitch

In Europe, there are 152 million children, of which 15 million are affected with severe visual dysfunctions. Visual dysfunction means children who see double, have an inability to focus and/or when reading their eyes jump around. Consequently 20% of the children with dyslexia and 30% with ADHD are actually misdiagnosed. Current optometric solutions are manual, with low accuracy, and expensive.

Our WIVI system offers a complete visual function assessment and training of visual dysfunctions, providing a personalized plan for each specialist, with freedom of movement, high accuracy, real

time measurement at an affordable price using 3D technologies. EU & PCT patent requested. WIVI has been co-designed with our prescribers. The WIVI approach is a B2B Model.

After 25 years in the sector, we have direct access to 200 CEOs (60% of the market share). We already have letters of intent signed with the 5 top chains.

What other resources do you look for from an investor?

International network and relationship. Provide value to the company.

How much funding are you looking for?

€2m in 2018, in addition to €250,000 that we have already converted in equity in January 2018 and €550,000 committed by our German VC shareholder, with the clear objective of reaching the market in the Q1 2019.

Key contact

Eva García Ramos

Event

Global Investor Forum
3 May 2018

E-Details

wivivision.com

“A smart, patient-driven mobile app improving oncology outcomes, hospital efficiency & patient experience”



Company: **Px HealthCare**

What product have you created?

OWise breast cancer is the award-winning, patient-driven mobile app platform which improves oncology outcomes, hospital efficiency & patient experience

Elevator Pitch

In 20 years, there will be a 70% increase in the incidence of cancer. Px has developed OWise, a smart, patient-driven mobile app improving oncology outcomes, hospital efficiency & patient experience. As a data-analytics venture, Px applies large scale, anonymised patient reported outcome data to obtain insights into how treatments are experienced in real life.

Listed in the Top25 of all health apps, OWise is supported by the NHS Innovation Accelerator and implemented in several UK hospitals. Px' founder, Anne Bruinvels, previously established a data-mining biotechnology company, which she led from inception to a listing on the London Stock Exchange.

What other resources do you look for from an investor?

Insights and experience in healthcare would be a bonus.

How much funding are you looking for?

£1m - £2m

Key contact

Dr. Anne Bruinvels

Event

Global Investor Forum
3 May 2018

E-Details

www.pxhealthcare.com

www.owise.uk

[@pxhealthcare](https://twitter.com/pxhealthcare)

“Age and motivation level are considered in order to select the best-fit program”



Company: **MyIndicators**

What product have you created?

MyIndicators is an E-health platform to empower people through behavioral change

Elevator Pitch

With MyIndicators, we want to empower and motivate patients to take greater ownership of their care process through evidence-based behavioral change.

MyIndicators acts as the extended arm of healthcare providers, to collaborate with patients, combining both clinical and lifestyle data. For example, age and motivation level are considered in order to select the best-fit program to quit smoking and drinking before and after surgery. This results in higher success rates and fewer complications.

Patients and healthcare providers can interact in their own language, and data can be integrated into surrounding healthcare systems.

MyIndicators is a scalable and flexible platform.

What other resources do you look for from an investor?

Business experience and a network of contacts in the targeted market (public and private hospitals, and clinics for rehabilitation and surgery)

How much funding are you looking for?

€300,000

Key contact

Malene Schmidt

E-Details

myindicators.net

Event

Global Investor Forum
3 May 2018

Client Outlook MR
MRN :35214
Age:31
Sex:M
Desc:Jaw
Acc#:157824
Study Date:27-12-2011
Zoom Factor: 8,90

**“The first percutaneous implant
which reduces both arrhythmia
and stroke risk in PAF”**



Company: **AuriGen Medical**

What product have you created?

AuriGen Medical have developed the first fully percutaneous device to permanently electrically isolate and occlude the Left Atrial Appendage for patients who suffer from persistent atrial fibrillation.

Elevator Pitch

The AuriGen device is a single shot option to permanently electrically isolate and occlude the LAA in persistent atrial fibrillation patients. The device will open up the procedure to a wider group of physicians and make it the first percutaneous implant which reduces both arrhythmia and stroke risk in PAF.

It can be quickly and easily implanted during PVI ablation without changes to existing clinical techniques and approaches. The implantation only takes minutes and has the potential to eliminate the need for anti-arrhythmics and anti-coagulant medicines.

What other resources do you look for from an investor?

Experience of previous investment within early stage medtech companies. Strategic focus with contribution to the business at a board level.

How much funding are you looking for?

€5.5m

Key contact

John Thompson


Event

Global Investor Forum
3 May 2018

E-Details

www.aurigenmedical.com

@aurigenmedical



Client Outlook MR
MRN :35214
Age:31
Sex:M
Desc:Jaw
Acc#:157824
Study Date:27-12-2011
Zoom Factor: 8,90

“The potential for a significantly reduced side effect profile compared to current treatments”



Company: **ProVerum Medical**

What product have you created?

The ProVerum device is an implant for the treatment of ‘Benign Prostatic Hyperplasia’ or BPH. This is an enlargement of the prostate gland causing difficulty with urination. The solution developed by ProVerum offers the patient relief from BPH symptoms through a minimally invasive, quick procedure. It has the potential to be an outpatient-based procedure which addresses urinary problems, has reduced adverse sexual effects, and is more effective than the new technologies that have been recently developed.

Elevator Pitch

ProVerum has developed a minimally invasive implant for the treatment of symptomatic Benign Prostatic Hyperplasia (BPH). BPH is an enlargement of the prostate gland that causes difficulty in urination and can affect 50% of men over 50 years of age. Current gold standard surgery can require overnight hospital stay, general anaesthetic and high rates of sexual dysfunction.

The ProVerum solution will offer a day case procedure with the potential for a significantly reduced side effect profile compared to current treatments. First human trials are planned for late 2018.

What other resources do you look for from an investor?

Commercialization advice, market access.

How much funding are you looking for?

€15m in 2019 (after First in Man Study completed). This will fund CE pivotal study (2020) and commercialization (2021 onward).

Key contact

Dr. Conor Harkin

Event

Global Investor Forum
3 May 2018

E-Details

www.proverummedical.com

Client Outlook MR
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**“Impact to the NHS is
in releasing £219m and
560,000 beds days annually”**



Company: **PMD Solutions**

What product have you created?

RespiraSense - the world's only motion tolerant and continuous respiratory rate monitor to identify patient deterioration up to 12 hours earlier.

Elevator Pitch

RespiraSense has been clinically proven as a motion-tolerant respirator rate monitor. RepsiraSense's impact to the NHS is in releasing £219m and 560,000 beds days annually, directly addressing the NHS's priorities.

What other resources do you look for from an investor?

Ambition to grow the portfolio to create greater value. Understanding of the medtech space.

How much funding are you looking for?

£7.5m for Sales and Marketing, Clinical Outcome Trials, and establishing a thought leadership position.

Key contact

Myles Murray


Event

Global Investor Forum
3 May 2018

E-Details

www.pmd-solutions.com

@PMD_Respiratory



Client Outlook MR
MRN :35214
Age:31
Sex:M
Desc:Jaw
Acc#:157824
Study Date:27-12-2011
Zoom Factor: 8,90

“Improves the life conditions of chronic patients, reduces and minimizes hospitalization situations”



Company: **Onalabs Healthcare**

What product have you created?

Onalabs have created non-invasive biosensors to monitor biomarkers in sweat

Elevator Pitch

Our solution is a non-invasive physiological status monitoring system. A multi-bio-sensing wearable medical device is connected digitally to the patient environment and the Hospital Information Systems, continuously detecting sweat levels of lactate, glucose, pH and CO2 in real-time.

The solution improves the life conditions of chronic patients, reduces and minimizes hospitalization situations for chronic patients, measures relevant biomarkers anytime and anywhere. Furthermore it detects and controls the clinical impairment, reduces hospitalization time and prevents unnecessary treatments.

What other resources do you look for from an investor?

Advisory and contacts to establish commercial, distribution or licensing agreements. General advisory for future development of the company.

How much funding are you looking for?

€2m

Key contact


Jordi Garriga

Event

Global Investor Forum
3 May 2018

E-Details

www.onalabs.com



Client Outlook MR
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Zoom Factor: 8,90

**“Nurses could reduce their workload
and occupational risks while the
healthcare system could reduce costs”**

Company: **ReThink Medical**

What product have you created?

T-Control, a urinary catheter

Elevator Pitch

All of us are going to need a urinary catheter at some point of our lives.

Nevertheless, catheterization sharply decreases the quality of life, autonomy and psychological well-being of patients. Additionally, 14,000 people die each year in Europe due to infections caused by it.

Rethink Medical – a Spanish startup - is developing T-Control, the first and only catheter that is able to address both these problems, and the currently inefficient insertion process at the same time. Nurses could reduce their workload and occupational risks, while the healthcare system could reduce costs and offer a better healthcare outcome to all.

What other resources do you look for from an investor?

Mentoring and networking opportunities

How much funding are you looking for?

€600,000

Key contact


Szilvia Endrényi

Event

Global Investor Forum
3 May 2018

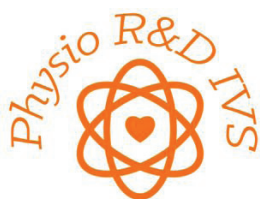
E-Details

www.rethinkmedical.es



Client Outlook MR
MRN :35214
Age:31
Sex:M
Desc:Jaw
Acc#:157824
Study Date:27-12-2011
Zoom Factor: 8,90

“An online, subscription-based, telerehab tool, available anywhere, anytime”



Company: **Physio R&D**

What product have you created?

Optimov is a unique online platform for preventive and effective telerehabilitation that can be used anywhere, anytime. It is designed to be an intuitive, easy to use tool, providing quality and safety-assured exercise programs which match your needs and physical energy. Optimov is constantly improving based on your feedback, as we want you to get the care you need.

Elevator Pitch

Do you remember the last time you felt breathless, exhaustion or anguish? This is exactly how 4.7 million severe COPD and CVD patients are feeling right now in the EU. Many of them cannot get to training or are afraid to train without supervision. Optimov address these pain points with an online, subscription-based, telerehab tool, available anywhere, anytime. It includes a biometric sensor ensuring patients training engagement. A virtual-coach shows you how to perform the exercises correctly. Video consultation and e-learning sessions provide long-term health benefits. Patients improve the quality of their life, the healthcare sector saves time & money.

What other resources do you look for from an investor?

We are searching for investors who: know our market very well; have successfully exited Life Science businesses in

the past; and are willing to take a lead in the marketing strategy and sales of our products and services.

How much funding are you looking for?

€270,000 until mid 2019 for CE marking, the start of a Marketing Campaign, Sales & Training, Log. & Distr. and user coaching.

€460,000 until end 2020 for New partnerships, Marketing Campaign, Sales & Training, Log. & Distr. and User coaching.

€480,000 until end 2022 for Expansion, New partnerships, Marketing Campaign, Sales & Training, Log. & Distr. and User coaching.

Key contact

José Cerdán

Event

Global Investor Forum
3 May 2018

E-Details

www.optimov.com

 /Optimov

 @Optimov

 /user/TheOptimovment

Client Outlook MR
MRN :35214
Age:31
Sex:M
Desc:Jaw
Acc#:157824
Study Date:27-12-2011
Zoom Factor: 8,90

“HydrUStent not only reduces the risk of bacterial infection but it also cuts down half the number of surgical procedures”

HYDRUSTENT

NON-DEGRADABLE IS SO 20TH CENTURY®

Company: **HydrUStent**

What product have you created?

A Biodegradable ureteral stent technology

Elevator Pitch

Every year around 10 million people worldwide need a urological STENT. But did you know that almost 100% of these people develop a bacterial infection within 30 days of implantation? And also, require a second surgery for stent removal? Imagine that we have a product that avoids this. HYDRUSTENT does that! HydrUStent is a biodegradable, anti-bacterial and tailor-made stent and the underlying technology has been protecting by a patent. HydrUStent not only reduces the risk of bacterial infection but it also cuts down half the number of surgical procedures reducing the treatment cost by 60%.

What other resources do you look for from an investor?

We are looking for a medtech network that will allow us to achieve in the market and continue to develop our product pipeline.

How much funding are you looking for?

€1.5m

Key contact

Alexandre Barros

Event

Global Investor Forum
3 May 2018

E-Details

www.hydrustent.com

“A simple yet elegant voice-guided tool for improving quality and reducing avoidable medical errors”

Company: **Cognuse**

What product have you created?

ConCare, enabling a Better Continuum of Care for Critical Illness and Chronic Disease

Elevator Pitch

Critical care is one of the most complication-prone fields in healthcare, and by far the most expensive one. Medical errors affect millions of people worldwide and are believed to be the third highest cause of death in the US. Nursing errors in the ICUs are affected by several factors, including the high workload, short staffing, and high turnover. Hospitals are fighting errors by developing guidelines, but haven't succeeded in integrating them into the workflow of any of the existing solutions.

The Guidelines Adherence and Management System by Cognuse is a simple yet elegant voice-guided tool for improving quality and reducing avoidable medical errors and patient harm. This tool is seamlessly integrated into the clinical workflow to help ensure that procedural protocols, guidelines and checklists are followed every time, thereby helping nurses to remember over 300 protocols.

What other resources do you look for from an investor?

Warm leads to health systems' top and mid-management, B2B sales strategies, effective market segmentation experience

How much funding are you looking for?

€2m

Key contact

Andres Mellik

E-Details

www.cognuse.com

 @cognuse

Event

Global Investor Forum
3 May 2018

“A powerful platform that automates processes involved with staffing in healthcare”

Company: **Lantum**

What product have you created?

Lantum is a staffing platform for healthcare organisations. We provide scheduling software to efficiently manage staff, as well as access to a marketplace to fill gaps in shifts. We automate all processes from matching shifts, to time sheets to payroll.

Elevator Pitch

Every year, £3.5bn is wasted on temp agencies filling shifts within the NHS. This is extremely costly, wasteful and unsustainable.

Lantum is a powerful platform that automates processes involved with staffing in healthcare. We aim to save the NHS £1bn. We have grown significantly over the past 5 years, now counting 1,000 healthcare organisations as clients.

We have grown both organically and by acquisition and own the UK's largest network of Locum GPs. We now plan to expand into other staff verticals so that we can become the operating system for all of healthcare staffing.

What other resources do you look for from an investor?

SaaS sales experience, healthcare expertise, expertise on internationalising

How much funding are you looking for?

£6m - £8m

Key contact

Melissa Morris

E-Details

lantum.com

Event

Global Investor Forum
3 May 2018

“35% of the resection surgeries for treatment are performed unnecessarily given the lack of detection tools”



Company: **LifeTag Diagnostics**

What product have you created?

Lifetag have created have a diagnostic kit for Inflammatory Bowel Disease (IBD)

Elevator Pitch

Inflammatory Bowel Disease holds sharp paradigms in diagnostics. Subjective and indirect assessments are performed but any tools are available for a direct tag of the pathology. Consequently therapies are not optimized and badly monitored. Moreover 35% of the resection surgeries for treatment are performed unnecessarily given the lack of intestinal wall lesions detection tools.

Lifetag Diagnostics is working to solve this “pain” with the brand new diagnostic kit for intestinal permeability. Simple, reliable and cost-effective will be the first direct measure in IBD lesions.

What other resources do you look for from an investor?

Legal & Regulatory expertise; Business development towards setting up and offering a partner service as a companion diagnostics; clinical development

How much funding are you looking for?

€1.5m

Key contact

João Silva

E-Details

lifetag.pt

[@LifeTag](https://www.instagram.com/LifeTag)

Event

Global Investor Forum

3 May 2018