



Revolutionizing the Healthcare Sector with AI

Michael Brandstötter, Co-founder

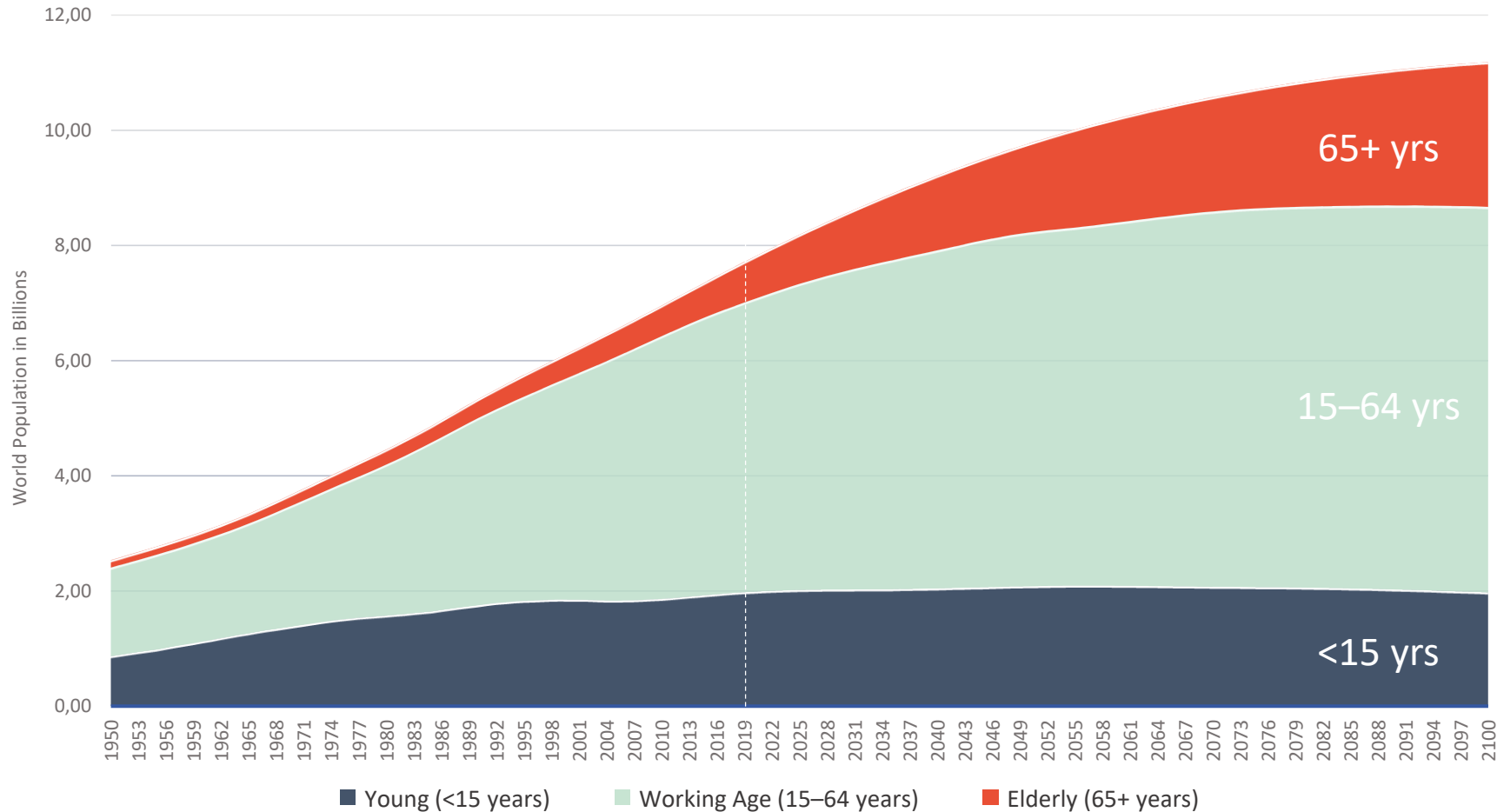
About cogvis

- Founded in 2007 as a spin-off of Technical University of Vienna
- Experts in intelligent 3D sensors: computer vision, machine/deep learning, AI, data streaming
- 2017: pivot to digital care solutions
- Focus: healthcare sector; B2B market

Some References



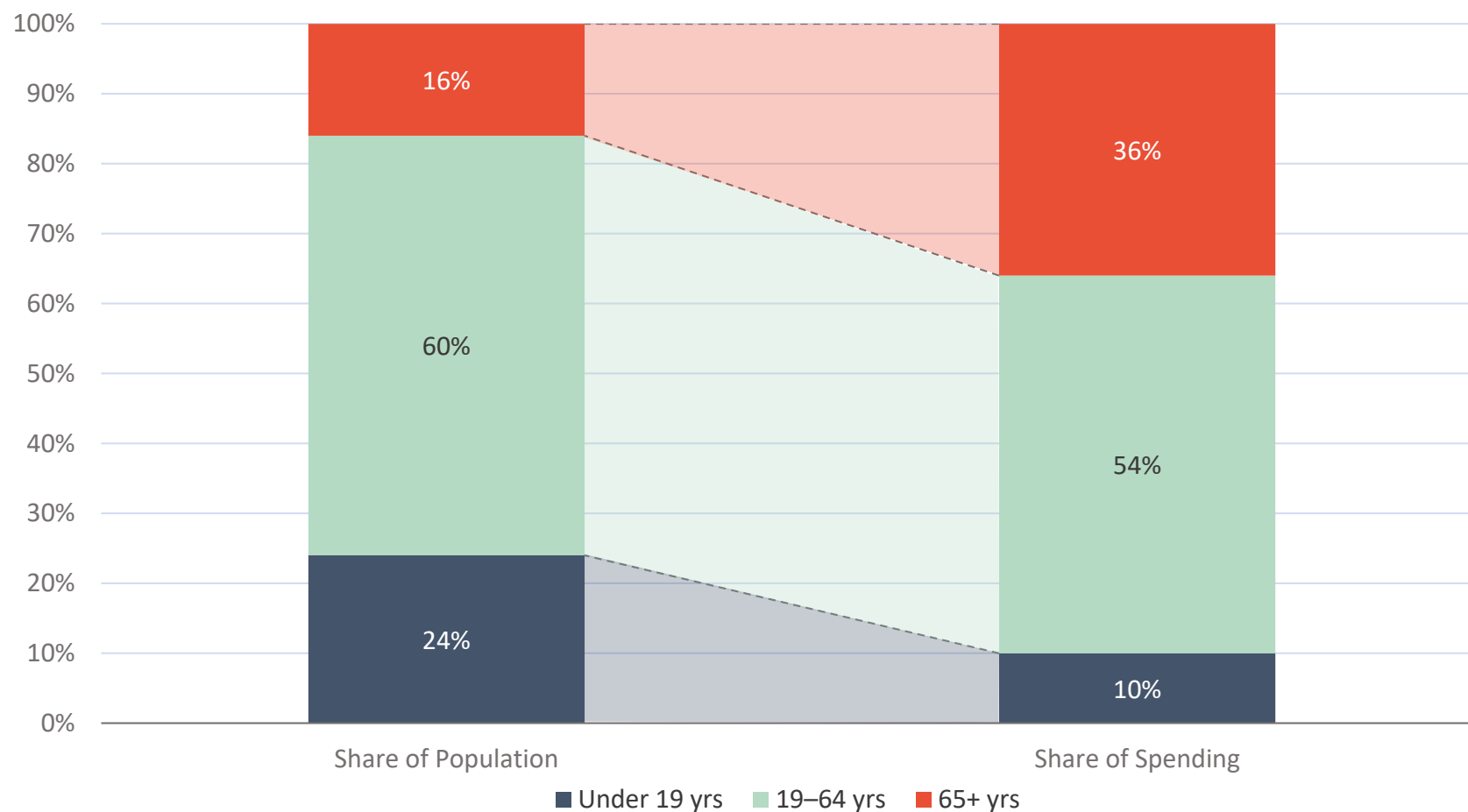
Historic Challenges / World Population by Age & Gender



Comment

- Globally, the population aged 65 and over is growing faster than all other age groups.
- In 2018, for the first time in history, persons aged 65 or above outnumbered children under five years of age worldwide.

Historic Challenges / Share of Total Health Spending by Age Group



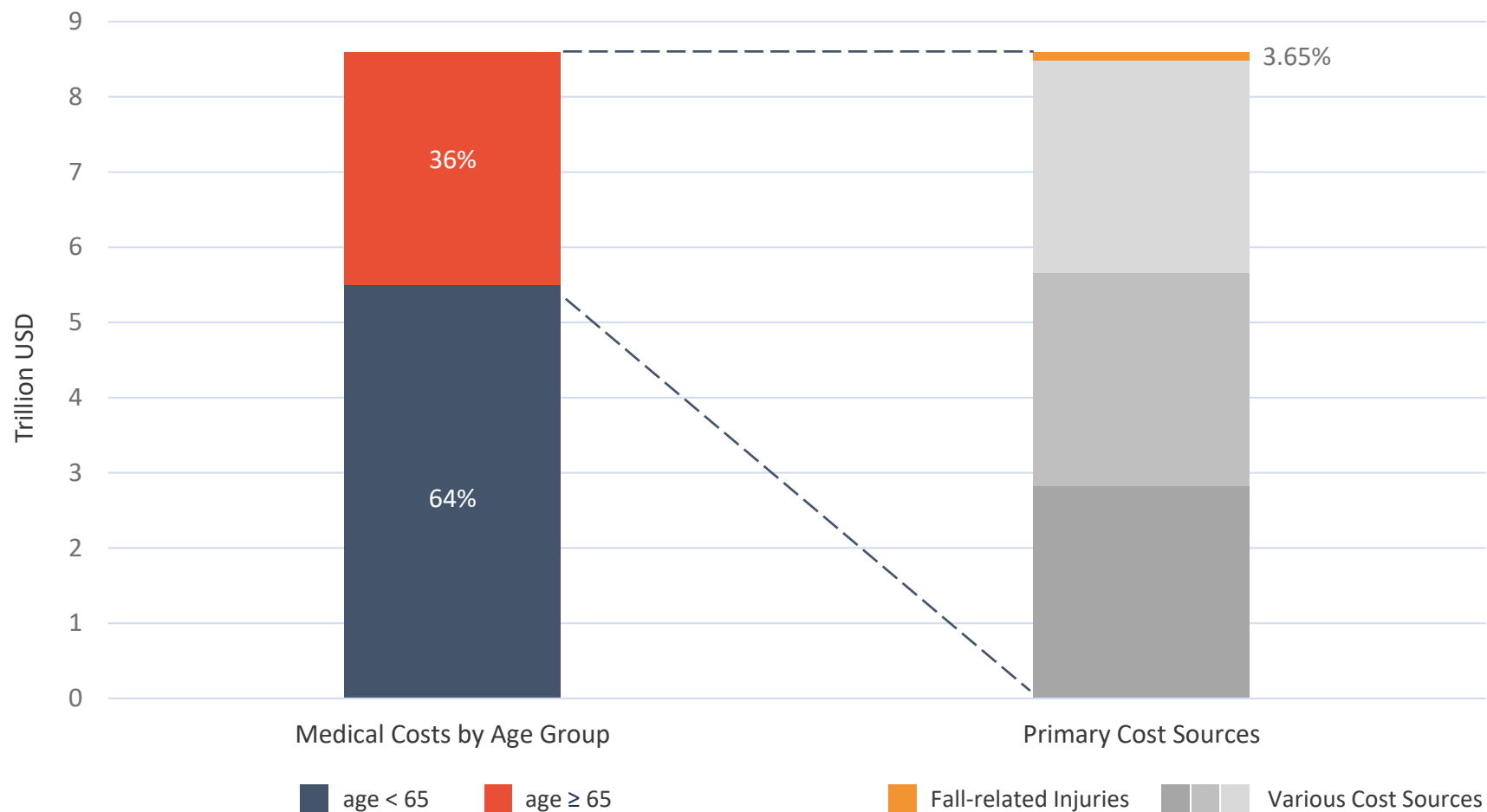
Comment

- The population aged 65 and over is incurring unproportionally high medical costs in comparison to other age groups.

Historic Challenges / Conclusion

- The 65+ group's impact on our healthcare and financial systems will be enormous!
- Can we make a contribution to solving the problem?

Historic Challenges



Comment / Info

- 3.65% of total medical costs incurred by people aged 65+ are fall related.
- Falls are the leading cause of fatal injury among older adults, as well as the most frequent reason for non-fatal trauma.

Historic Challenges / Fall Related Injuries



Out of all people
aged 65+



25%
fall per year



24%
of them are treated in ER



29%
are hospitalized



3–4%
die



\$113 billion in fall-related medical costs in 2019
→ and an estimated \$240 billion in fall-related medical costs in 2040

The Solution...

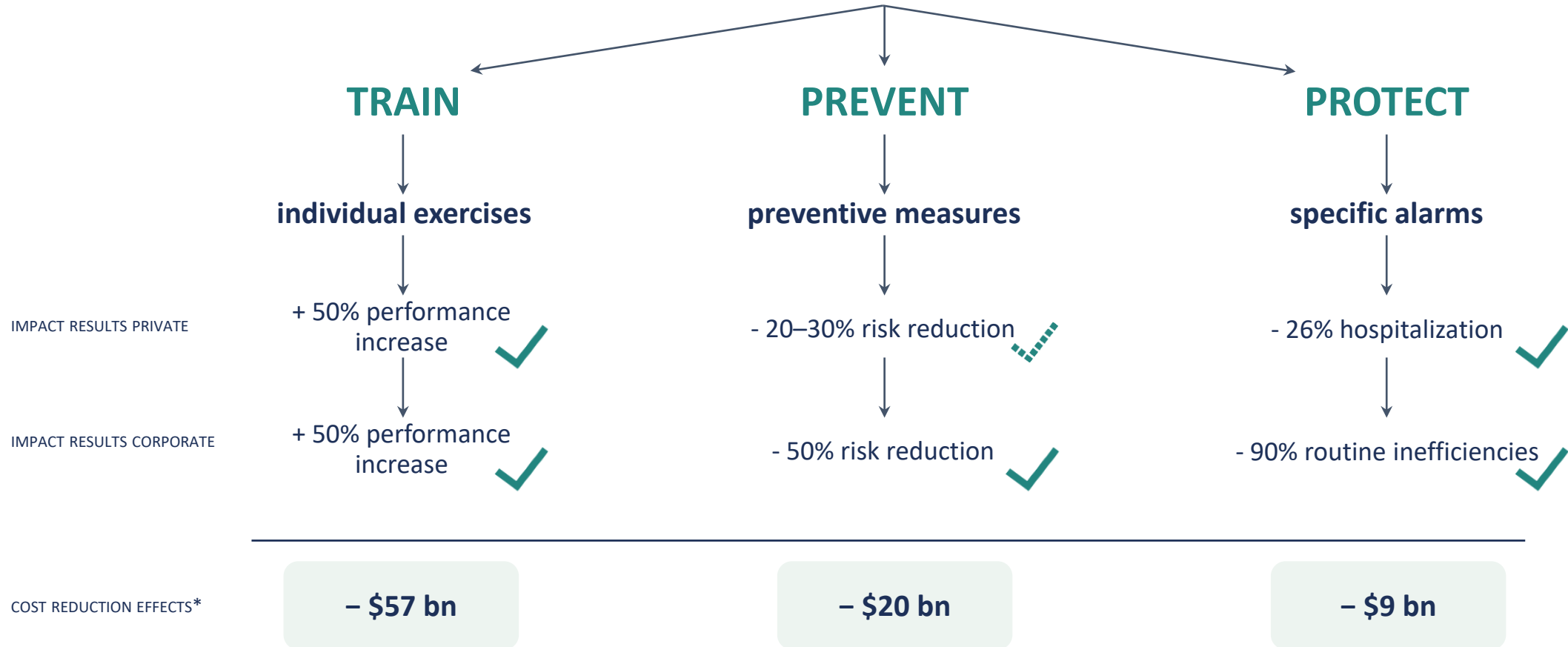
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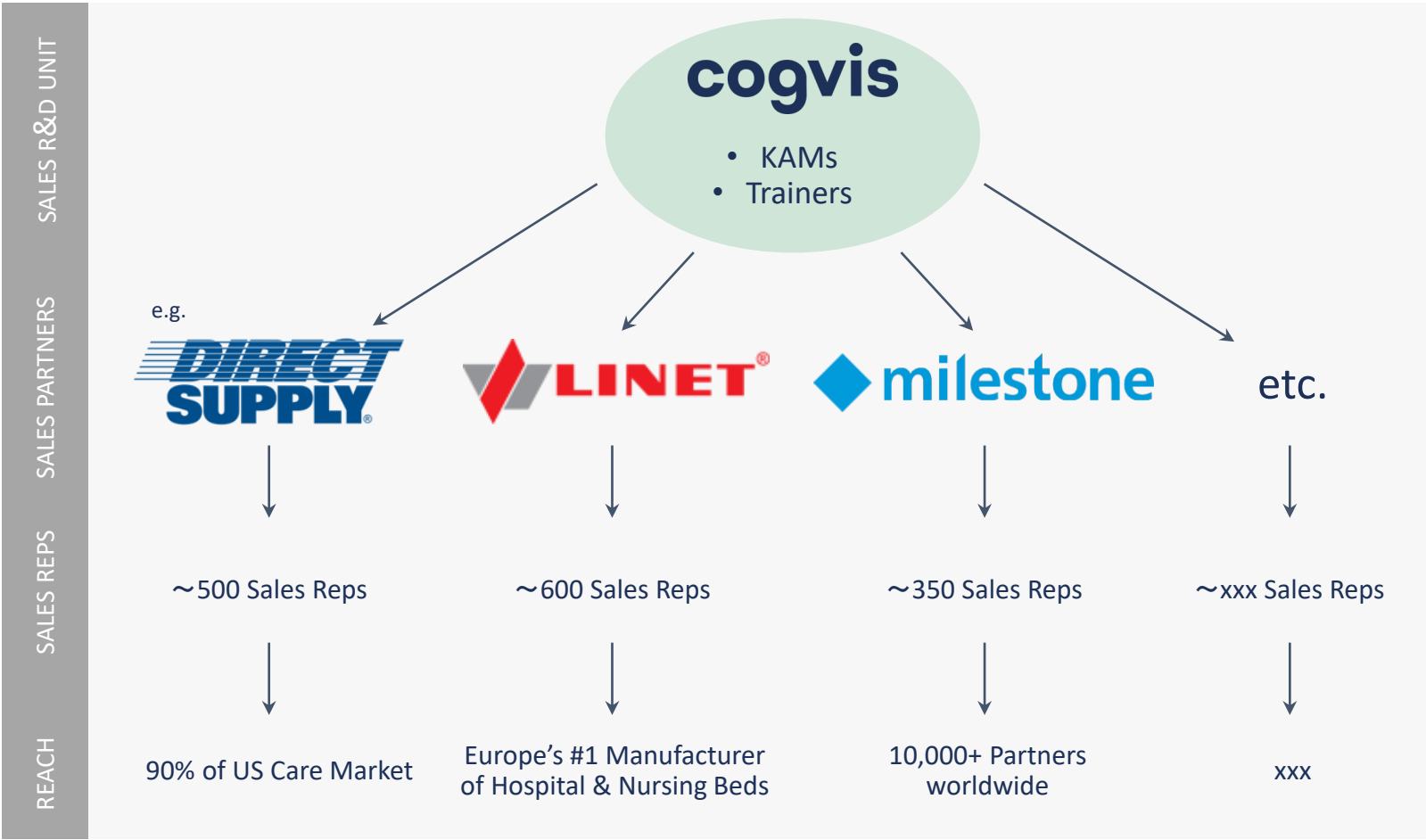
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cogvisAI
technology –
for a safer and healthier life.

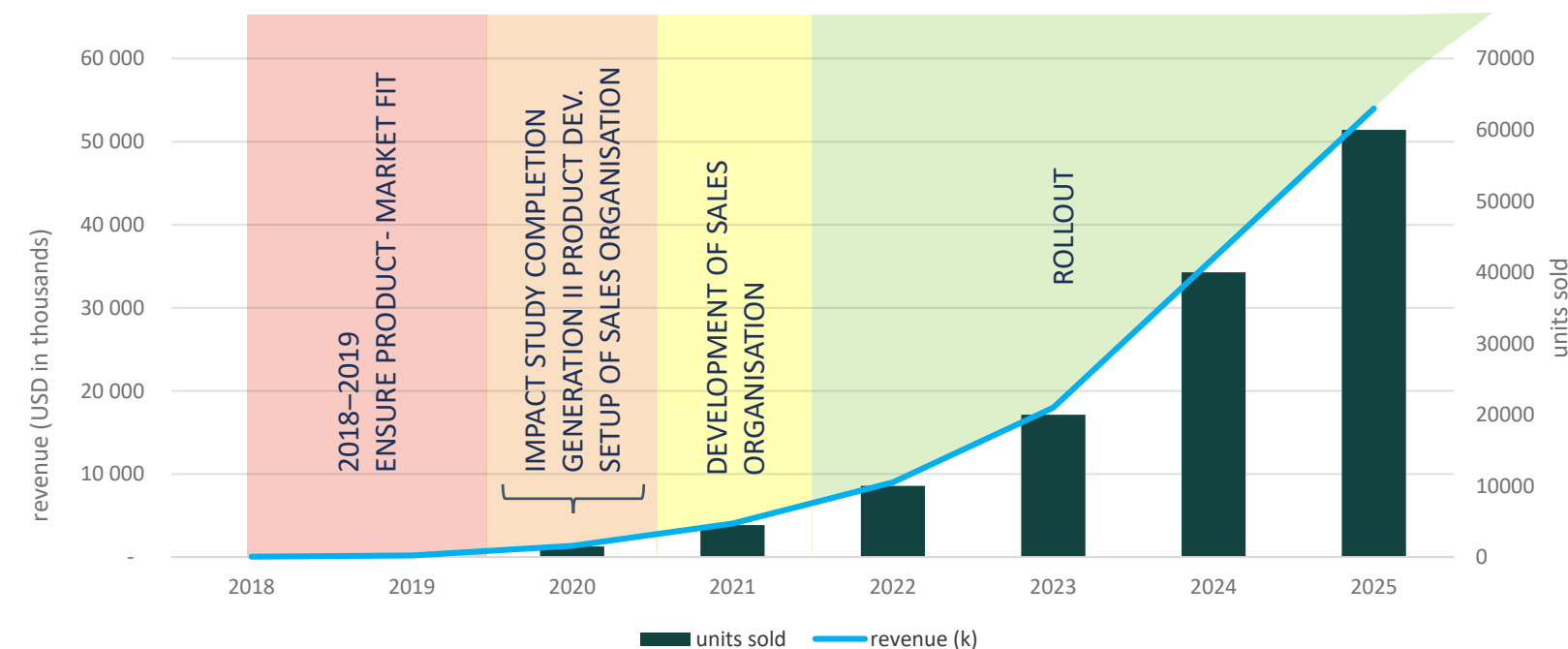


Our Sales & Distribution Approach



Comment
<ul style="list-style-type: none">• The cogvis go-to-market strategy focuses on enabling existing partner companies to sell its products & solutions.• Thus cogvis combines a lean and highly cost-efficient sales structure with maximum flexibility and impact.

Our Sales Forecast / 6-Year Perspective / Development Stages



	2018	2019	2020	2021	2022	2023	2024	2025
Units Sold	50	230	1500	4500	10000	20000	40000	60000
Revenue (k)	45	207	1 350	4 050	9 000	18 000	36 000	54 000
Distribution Costs (k)	- 18	- 83	- 540	- 1620	- 3 600	- 7 000	- 14 400	- 21 600
Production Costs (k)	- 10	- 46	- 300	- 900	- 2 000	- 4 000	- 8 000	- 12 000
CM (k)	17	78	510	1 530	3 400	6 800	13 600	20 400

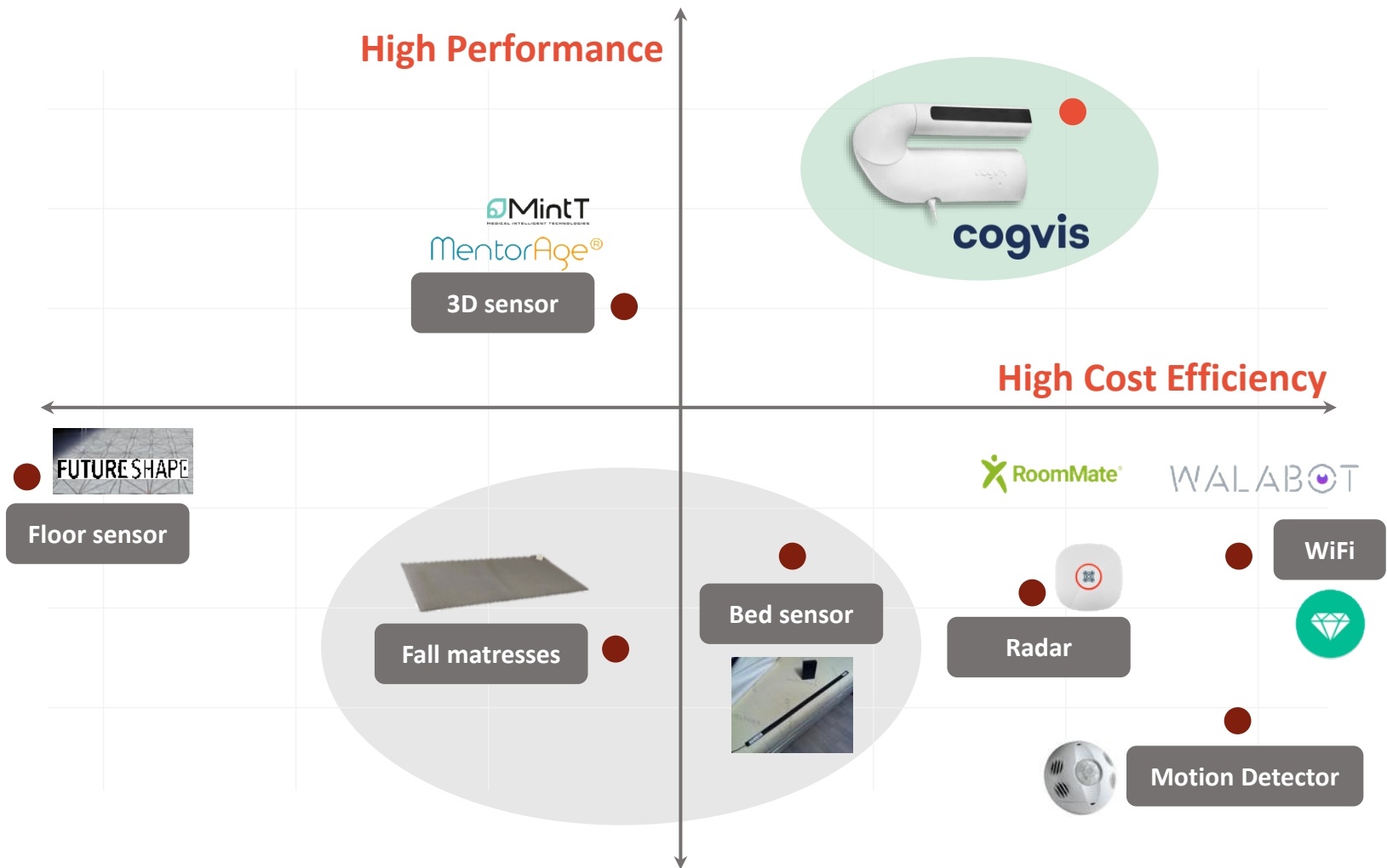
Comment

- Up until now cogvis has been focusing on ensuring its product’s market fit.
- The next two years will be dedicated to preparing the organization for the international rollout.

Our Sales Forecast / Status Quo

Market	Partner	Potential (# beds)	Revenue Potential (USD; k)	Status Quo
Global	Linnet Group	1,500,000	1,295,000	Interested Investor
Global	Direct Supply	1,350,000	1,165,500	Pilots
Asia	undisclosed	777,000	670,810	Partner
Global	Milestone	250,000	111,111	Partner
Europe	Korian	76,000	65,613	Pilots
Europe	Orpea	73,158	63,159	Customer; Rollout
Europe	VAMED	45,200	39,022	Customer; Rollout
Europe	KWP	9,000	7,770	Customer; Rollout
Europe	Stiftung Liebenau	3,500	1,555	Customer; Rollout

cogvis Competitive Advantage



Comment
<ul style="list-style-type: none">cogvis has a patented technological solution with a competitive advantage of 2–3 yearsThe self-learning cogvis AI platform can be configured according to the patient’s specific needs.includes a unique combination of features which until now required 3+ separate sensors

cogvis Next Investment Stages

#	Stage	Description	Investment (USD; m)
1	Completion of Impact Studies	completion of impact studies (qualitative & quantitative) to ensure thorough effect documentation of the cogvisAI solution throughout the causal chain of fall-related injuries	3.0
2	Design and Development of Generation II Product	improved haptics, new features, M2M communication, multi-modal sensor system (thermal sensor); development of cogvisAI solution apps	5
3	Sequence Processing, Deep Learning	upgrade from single frame to image sequence and multi-modal AI for next generation behaviour analytics	1.0
4	Medical Certification	attain medical device certification for cogvis core markets	1.0
5	IPR & Commercial Readiness	develop litigation-proof IPR strategy and patent portfolio	0.5
	total		10.5

Thank you for your attention!