



Investor Presentation

FEBRUARY, 2016



VISIONMED GROUP, a French leader in new generation medical electronics

A FRENCH LEADER IN NEW GENERATION MEDICAL ELECTRONICS



VISIONMED GROUP was founded in 2007 around a major innovation: the first no-contact infrared medical-grade thermometer, **ThermoFlash**®.

The laboratory develops and markets innovative health products (100+ products to date) in the growing fields of medical self-diagnosis and wellness.

PROVEN EXPERTISE IN THE MEDICAL FIELD

Visiomed Group's expertise in the health and wellness sector has been earned with the help of healthcare professionals: **pharmacists, doctors and hospital services.**

KEY FIGURES



>€10M
IN SALES REVENUE

>100
EMPLOYEES

>15 000
POINTS OF SALE IN
FRANCE

>100
INNOVATIVE
PRODUCTS IN OUR
PORTFOLIO

18
INTERNATIONAL
PATENTS FILED

35
OTHER COUNTRIES
COVERED

Deloitte. | In Extenso
TechnologyFast50

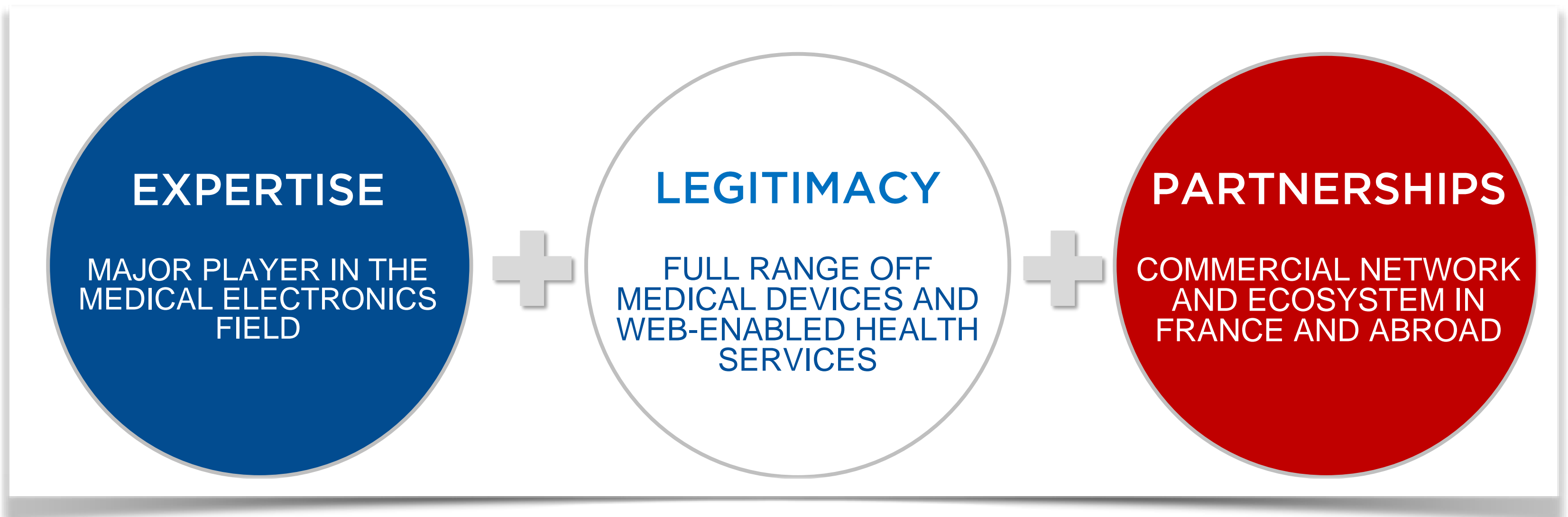
bpi**france**

ENTREPRISE INNOVANTE

ALVMG
LISTED
ALTERNEXT



- ❖ Unique positioning combining three essential advantages



8 YEARS OF TECHNOLOGICAL ADVANTAGE - INVENTOR OF ThermoFlash



Credit photo © Reuters

- **No-contact thermometer** with immediate results (28 ms)
- **Unique technology** using infrared with autocalibration
- **Proprietary software** (specific algorithm development, etc.)
- **Clinically tested**, compliant with CE requirements (MDD93/42 EEC), registered with ANSM and FDA
- **Sold** at pharmacies and to medical professionals (doctors and hospitals)
- **Adopted by NGOs** for the fight against pandemics

TECHNOLOGIE TESTÉE CLINIQUEMENT
EN CENTRE HOSPITALIER
SERVICE DES URGENCES PÉDIATRIQUES *

* Essais cliniques effectués à l'Assistance
Publique des Hôpitaux de Paris (APHP)

ASSISTANCE PUBLIQUE HÔPITAUX DE PARIS



Organisation mondiale de la Santé



The
BewellConnect[®]
ecosystem,
offering unparalleled
value creation





The most complete and consistent offering of web-enabled medical devices

THE UNIQUE BewellConnect® LINE



- » A complete line of medical devices created since 2009
- » Devices controlled via a unique application for smartphones and tablets
- » CE marked medical devices listed with the FDA



THE UNIQUE BewellConnect® LINE



The 1st smart, web-enabled non-contact medical thermometer, using ThermoFlash® technology



The line of smart, web-enabled wireless automatic tensiometers,



The wireless, web-enabled, painless and non-invasive



THE UNIQUE BewellConnect® LINE...



The 1st smart, web-enabled wireless pocket electrocardiogram



The new-generation smart blood glucose tester



The 1st smart, web-enabled wireless electrostimulator



Your electronic fitness coach!



The range of smart, web-enabled scales



...AND OTHER REVOLUTIONARY INNOVATIONS YET TO COME



The only web-enabled health services available on the market

BEWELLCHECK-UP



MY VIRTUAL DOCTOR

Based on the vitals assessment analysis, this expert system helps the users in understanding if they need to see a doctor.

This artificial intelligence using algorithms, is correlating: the vitals assessments and the symptoms declared by the user. After responding to a short series of medical questions, the users will be proposed a list of suspected potential problems.



CONFORTS WHEN NEEDED, ACTS WHEN NECESSARY

BewellCheck-up:

- Brings accurate answers to the various possible meaning of the data
- Proposes solutions to users



HOW?

Under a pop-up form Bewellcheck-up raises questions and relates it to the existing data history in the patient file. The synthesis can be transmitted to a medical doctor.

BEWELLCHECK-UP ASSESSES THE LEVEL OF URGENCY AND SUGGESTS APPROPRIATE BEHAVIOUR

BewellCheck-up® can be activated in 2 ways :

AUTOMATICALLY

The detection of outlier data activates a pop-up alert



MANUALLY

Declaration of a complaint or a symptom



DECLARATION OF SYMPTOMS

Selection of an area on a body schema or
Choice of symptoms from a list

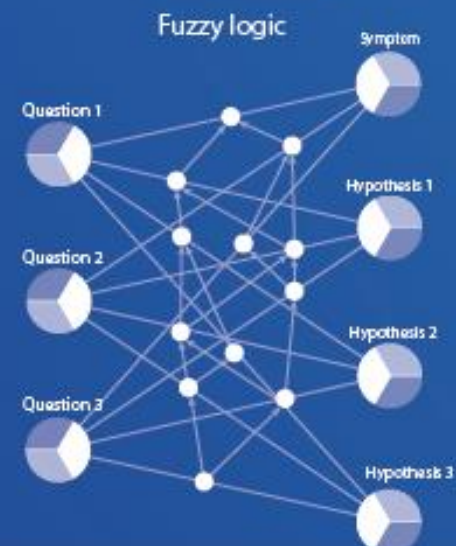


MEDICAL DATA AGGREGATION

Secured data collection
with medical grade devices



Symptoms/Responses
to medical questionnaires
Case history



REAL-TIME GEOLOCATION



Taking account of the health facilities around, using the geolocation of the user (lonely place, time of transport to access a doctor or hospital)

WEIGHTED POSSIBLE DIAGNOSTIC

Clinical suspicion
with probabilities

Appendicitis

70%

Gastro-enteritis

25%

Gastritis

5%

Risk Assessment /
Emergency level
estimation



Personalized advice
Selfmedication

Indicates to patients the timing
and adequate help mode to get
healthcare assistance

CALL EMERGENCY



CONTACT DOCTOR
NOW



CONTACT DOCTOR
WITHIN 3H



CONTACT DOCTOR
WITHIN 24-48H



SENDING THE REPORT TO HIS DOCTOR

with all the data collected and the diagnosis analysis

- Traceability : questions – responses
- Vitals monitoring results
- Existing care plan :
 - Leading to treatment evaluation
 - Specific risks assessment



CALL TO DOCTOR ON DEMAND



MyDoc



MY Doc

From
BewellCheck-Up

When
I need

Teleconsultation
medical service

24/7

MyDoc connects directly the user
to a telemedicine platform
with physicians experts



visionmed

BewellCheck-up[®]

POWERED BY ARTIFICIAL INTELLIGENCE
AN EXPERT SYSTEM DESIGNED TO SUPPORT MEDICAL DECISION

KNOWLEDGE BASE
(MEDICAL ENCYCLOPEDIA)
250 DIAGNOSIS



MEDICAL ALGORITHMS
25 YEARS OF SCIENTIFIC RESEARCH

Used by :



The system is currently being deployed by several emergency response units in France :

H Ongoing experimentation in hospital emergency service, in Paris

FOR WHO ?

Individual with chronic disease : hyper-tension, diabetes, multiple disease management, patients with heart failure, asthmatic,...

Pregnant woman, young parents, seniors, people living in lonely place (traveler)

People who need to be reassured 24h /7 for themselves or their relatives (or need reassurance)

01100
10110
11110

Data Codification



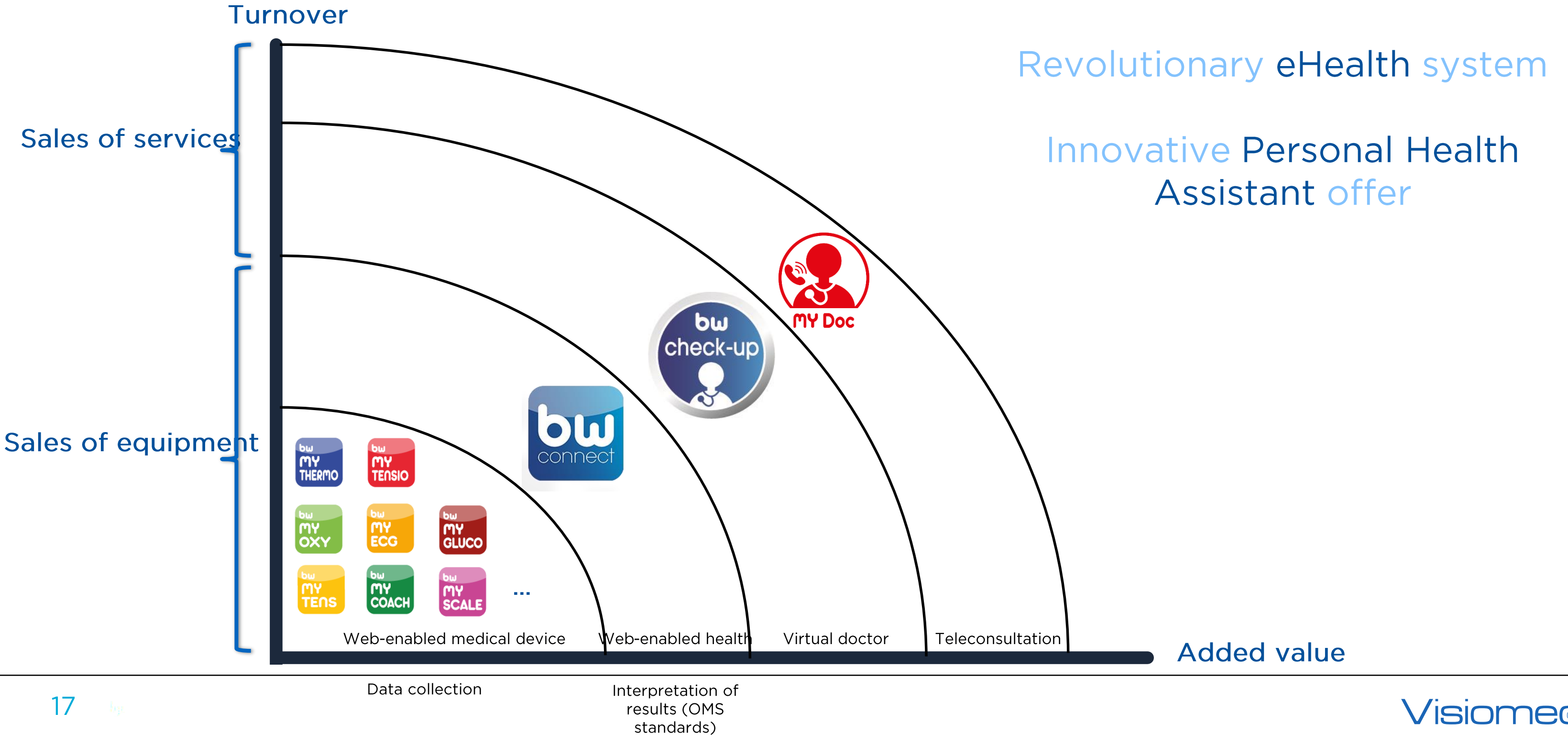
Data Encryption

CIM10

SNOMED

ORANGE

A mature business model, creating value since 2016



An offer developed with strategic partners



Medical expertise



24/7 medical platform



MEDICAL INTELLIGENCE SERVICE

AI to assist in medical decisionmaking

Related services



Data collection platform



Sales of subscription services



Remote patient monitoring

MyHealthBox[®], THE FIRST INNOVATIVE TELEMEDICINE SOLUTION, WEB-ENABLED AND SMARTPHONELESS



POPS by BewellConnect® WITH TOMORROW'S MEDICAL CARE

orange™



With POPS, Huguette can be in touch with her health whenever she wants, anywhere in the world, while retaining her mobility!



The doctor analyzes the results received. He can modify the care plan and request additional measurements.

Home monitoring of chronic illnesses



Heart failure



Arterial hypertension



Obesity



Asthma



Outpatient surgery



Diabetes



Home care



An expanding international commercial network



- France
- Belgium
- Spain
- Italy
- Canada
- United States
- South Africa
- United Arab Emirates
- ...
- China (currently being finalized)

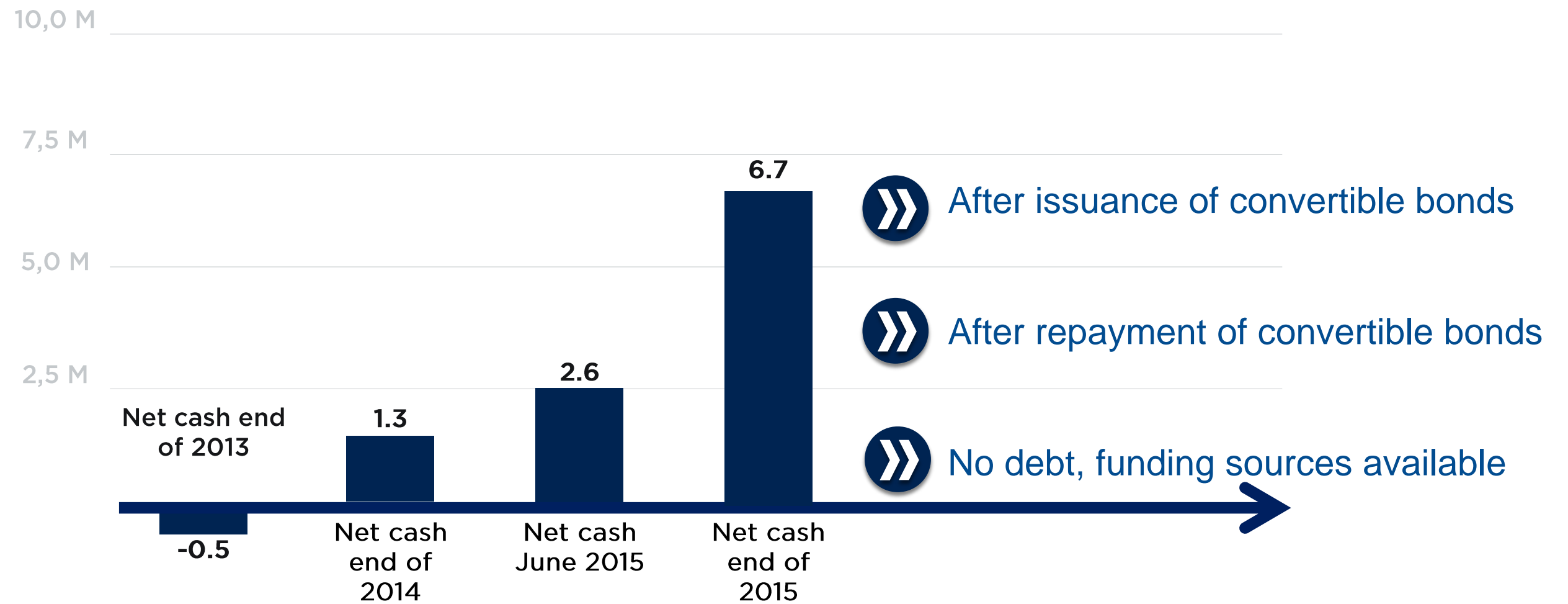


VISIONMED GROUP, a healthy financial structure

A STRONG FINANCIAL STRUCTURE



Consolidated data in M€



A HEALTHY BALANCE SHEET AT THE END OF JUNE 2015 (BEFORE CONVERTIBLE BONDS AND CB REPAYMENT)



IN K€	ASSETS		LIABILITIES		
	31/12/14	30/06/15	31/12/14	30/06/15	
INTANGIBLE ASSETS	4 872	5 012	4 400	6 384	EQUITY
OTHER FIXED ASSETS	565	649	381	371	PROVISIONS
STOCK	2 070	2 761	840	855	CONVERTIBLE BONDS
CUSTOMER ACCOUNTS RECEIVABLE	3 497	1 706	4 059	3 857	SUPPLIER ACCOUNTS PAYABLE
OTHER RECEIVABLES	1 697	1 705	5 188	3 788	OTHER OPERATING LIABILITIES
GROSS CASH	2 307	3 429	140	7	BANK DEBT
TOTAL ASSETS	15 008	15 262	15 008	15 262	TOTAL LIABILITIES

A WELL-MANAGED COST STRUCTURE IN A PERIOD OF HIGH INVESTMENT



IN K€ - FRENCH STANDARDS	2013	2014
TURNOVER	11 268	13 307
GROSS MARGIN	6 476	7 233
% OF TURNOVER	57%	54%
OPERATING EXPENSES	8 388	9 547
OPERATING RESULT	-1 912	-2 314
FINANCIAL RESULT	-141	71
SHARE OF EQUITY AFFILIATES	-46	-55
CURRENT RESULT BEFORE TAXES	-2 100	-2 298
EXTRAORDINARY RESULT	-205	-14
TAXES	-2	15
AMORTIZATION OF GOODWILL	-301	-301
NET RESULT, GROUP SHARE	-2 608	-2 598

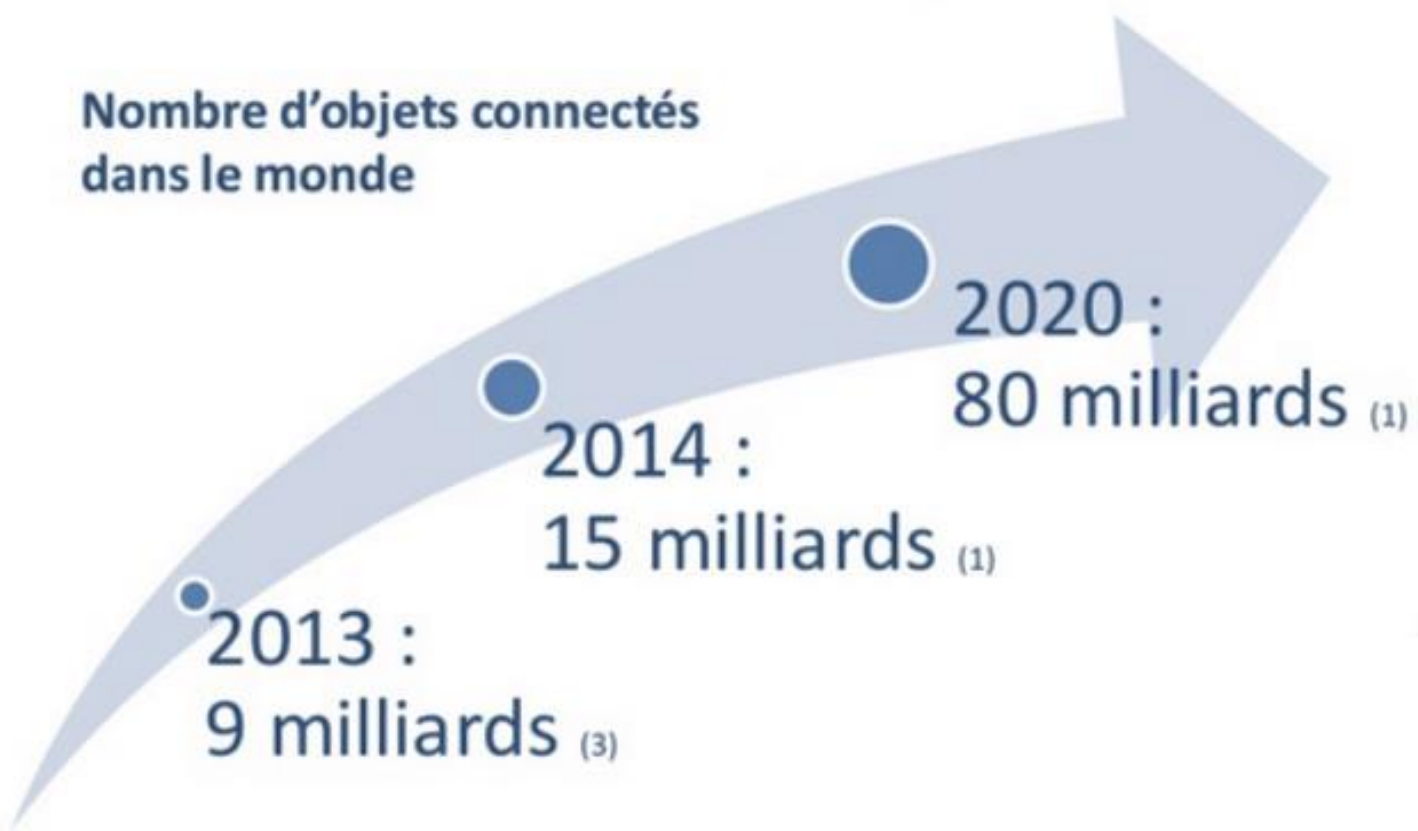


Our ambition: to rapidly become
a leader in web-enabled
healthcare

SIGNIFICANT MARKET POTENTIAL



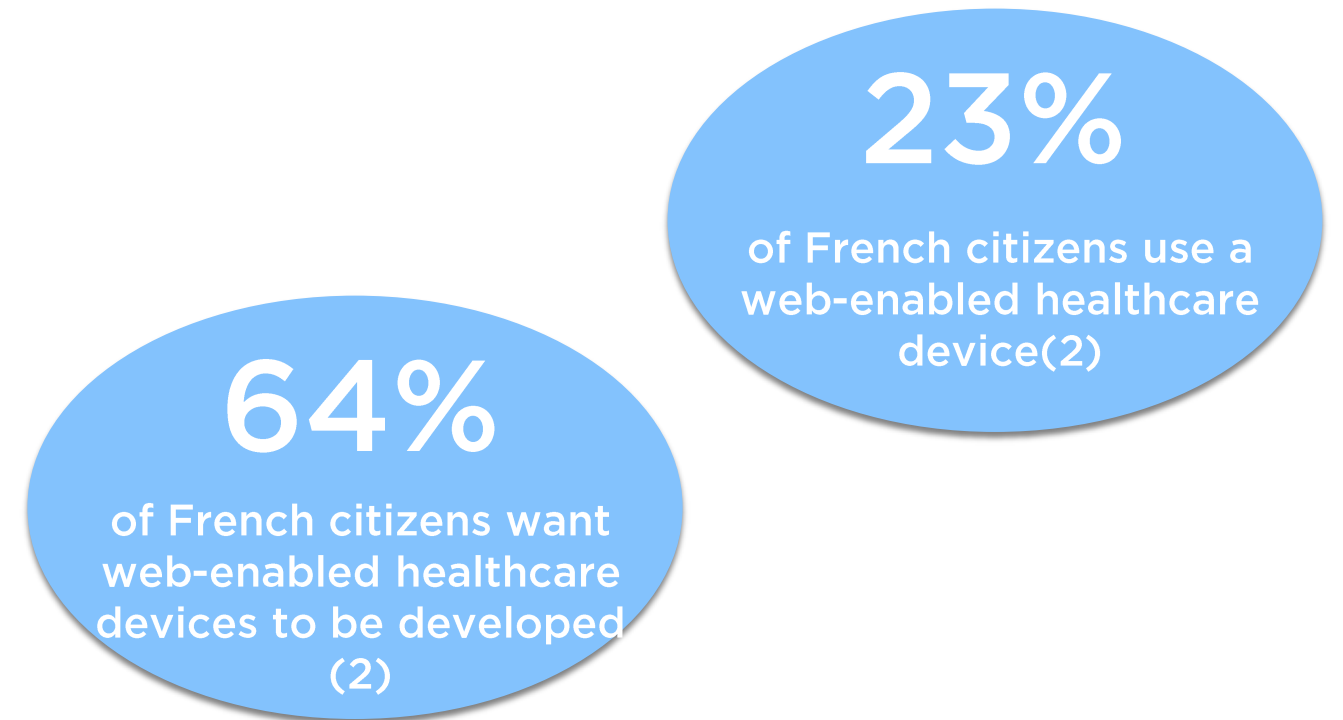
Nombre d'objets connectés dans le monde



40% Of investment in web-enabled devices in 2013 relates to the health sector.

60% Of investments in 2020 will be in web-enabled healthcare devices.

1. Idate study, September 2013- 2. BVA/Syntec Numérique survey 2014
3. "Les objets Connectés et Big data: Une révolution pour la santé et la prévoyance?" - Prévoyance 2015



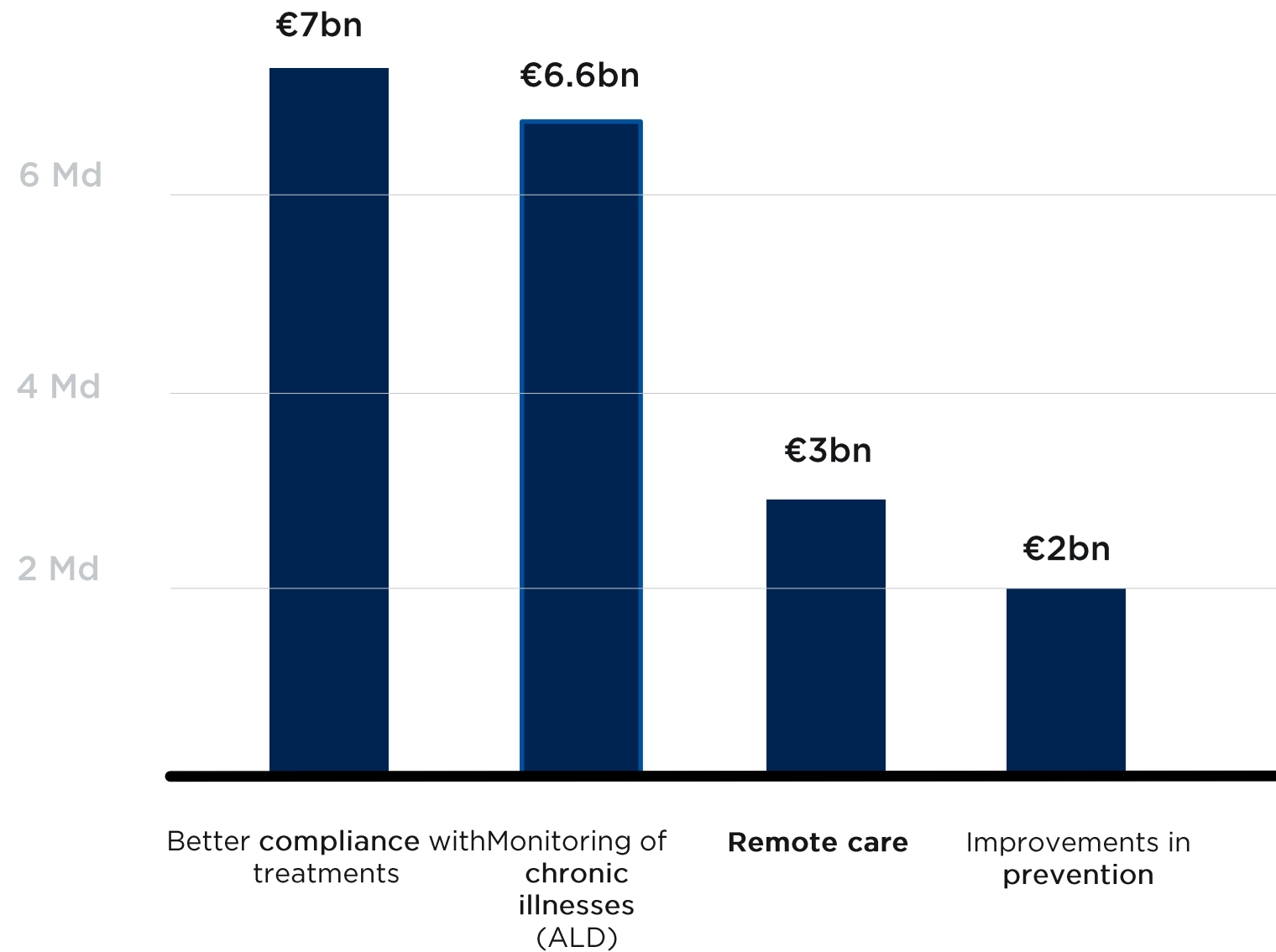
MANY CONTENDERS

NONE EXCEPT VISIOMED GROUP OFFERING A COMPLETE LINE AND PROVEN EXPERTISE IN HEALTHCARE

POWERFUL DRIVERS FOR HEALTH



ESTIMATES OF YEARLY SAVINGS



FORECASTED SAVINGS DUE TO WEB-ENABLED HEALTHCARE IN France BETWEEN 2020 AND 2025:

Between €16bn and €35bn

Source: "Big data et objets connectés", Institut Montaigne, April 2015

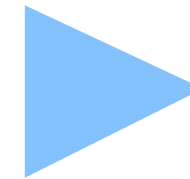
MONITORING OF THE MAJOR ISSUES IN PUBLIC HEALTH



HYPERTENSION



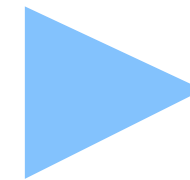
11 million people treated in France for arterial hypertension



OBESITY



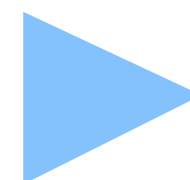
7 million obese people in France



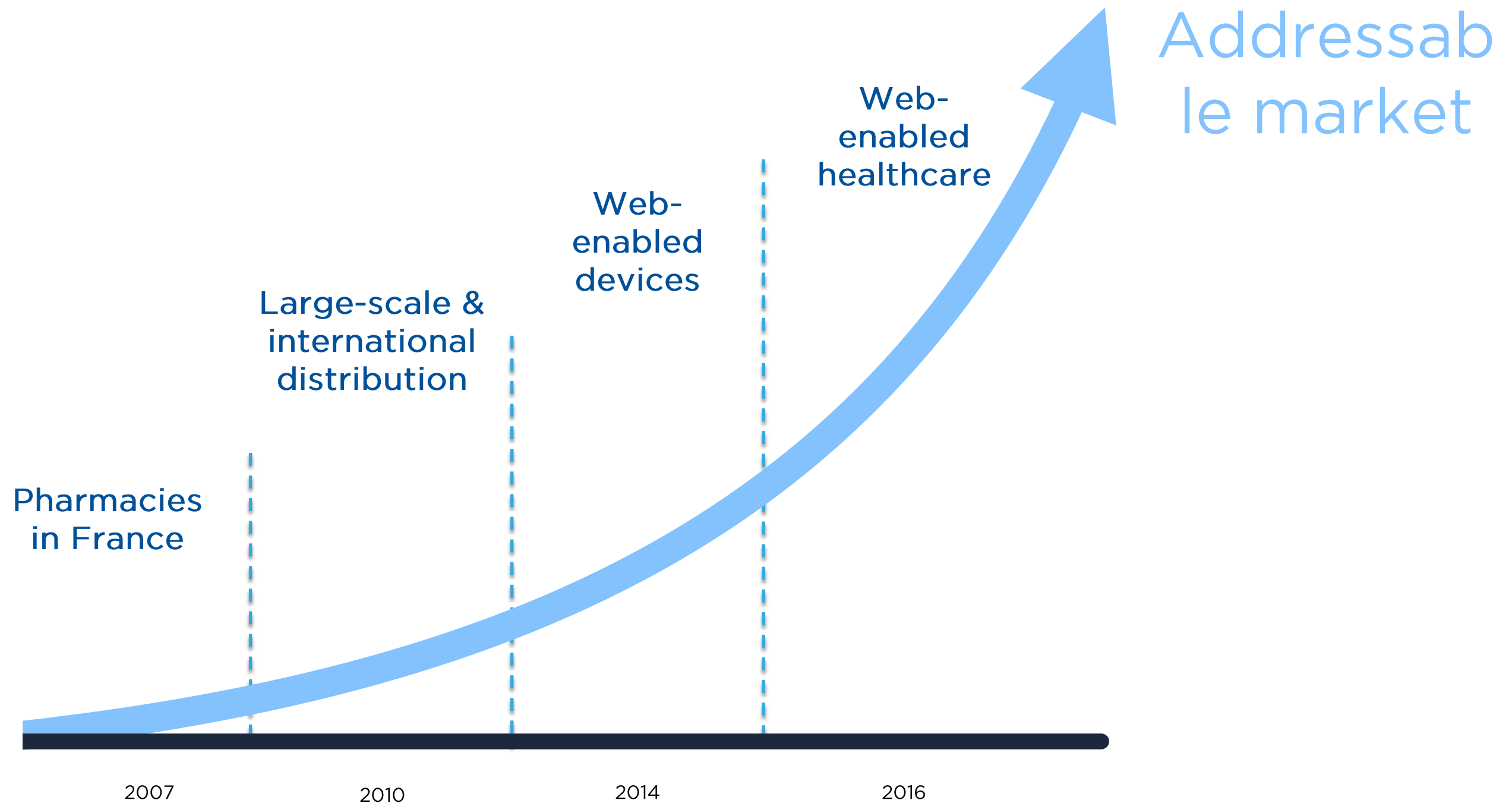
DIABETES



3.5 million monitored diabetics in France



A NEW FIELD OF GROWTH TO BE CONQUERED



Reasons to become a shareholder



TAKE PART IN THE DEVELOPMENT OF A FRENCH LEADER POSITIONED IN A REVOLUTIONARY GLOBAL MARKET

INVEST IN AN EXPERT AND INNOVATIVE COMPANY WITH SOLID ASSETS

BENEFIT OF THE STRONG LEVER AFFECT OF THE FORECASTED GROWTH IN PROFITS



VISIONMED GROUP:
THE ONLY FRENCH MEDICAL ELECTRONICS GROUP
IN THE WEB-ENABLED HEALTHCARE MARKET

bewell[®]
connect
Votre santé connectée et bien +

THANK YOU FOR YOUR
ATTENTION



Q&A



bewell
connect
Votre santé connectée et bien +