Revolutionizing healthcare to become affordable & accessible
Stethio.com
Remotehealth is revolutionizing care delivery, but...

- Kiosks with devices not suitable for home use
- Home devices not well integrated in virtual visits
- Cardio-pulmonary care is not part of the picture

Several high impact diseases cannot be managed well via episodic telehealth
Our Solution
Remote cardiopulmonary care with an AI-enabled connected device

1. Patient obtains, heart sounds, lung sounds and vitals at home.
2. Device sends cardiopulmonary recording
3. AI interprets the recording & provides feedback & notifications
4. Provider over-reads. (Remote eval, reimbursed.)
5. Provider consults. (Virtual visit, reimbursed.)

Key Use Cases
• Population Health
• Scaling individual care to populations
• Remote patient monitoring
Traction

- 21,000+ exams collected
- 300 device users
- Launched at ACP show April 19th 2018
- FDA cleared (510k) for use by health professionals

- AI accuracy of over 90%
- Developing an integrated electronic device
- 5 utility & 3 design patents issued in multiple countries
- Raised $2.9M in seed funding

**UTILITY PATENTS:**
Granted in USA, China, Japan, EU, Brazil, Australia, and Russia

**DESIGN PATENTS:**
Electronic device case with stethoscope: US D746802 S1; US D758350; US 772215
Granted in USA, China, Japan, EU, Brazil, Australia, and Russia
Continuous Care Platform

Steth IO Device
- Stethoscope
- Camera
- EKG
- Gyroscope sensors

Steth IO Backend
- Assisted Intelligent Service
- Annotation Service
- Alerting Service
- RPM
  - Shortness of breath (symptom scale)
  - Heart Rate (Device)
  - Respiratory Rate (Device)
  - Length of expiration (Device)

Virtual Visit System
- Video & Messaging
- Scheduling
- Prescription
- Billing

Patient Health Database

Electronic Medical Record

STETH IO USED BY PATIENT DAILY

STETH IO FOR MONTHLY VIRTUAL VISIT

CARDIO-PULMONARY PROVIDER TEAM
Our Current Machine Learning Results

Average Classification Accuracy is **91%**

<table>
<thead>
<tr>
<th></th>
<th>Sensitivity</th>
<th>Specificity</th>
<th>Accuracy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Normal</td>
<td>92%</td>
<td>84%</td>
<td>88%</td>
</tr>
<tr>
<td>Abnormal/Murmurs</td>
<td>73%</td>
<td>95%</td>
<td>89%</td>
</tr>
<tr>
<td>Unrecognizable</td>
<td>95%</td>
<td>98%</td>
<td>97%</td>
</tr>
</tbody>
</table>

With 2000 sound samples
44% normal heart sounds
11% murmur heart sounds.
45% unrecognizable
Remote cardiopulmonary chronic care market

INCIDENCE & IMPACT

<table>
<thead>
<tr>
<th>Disease</th>
<th>US Pop</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asthma</td>
<td>25M</td>
</tr>
<tr>
<td>COPD</td>
<td>16M</td>
</tr>
<tr>
<td>CHF</td>
<td>5M</td>
</tr>
</tbody>
</table>

CP TELEMEDICINE

1/3 of all ambulatory visits possible with telemedicine

50M CP telemedicine visits by 2025

$113B on telemedicine by 2025 (CAGR 18%)

$32B home-based Telemedicine

$5B Cardio-pulmonary telemedicine
**Business Model**

<table>
<thead>
<tr>
<th></th>
<th>Per Account per region (1000 pts)</th>
<th>Per Patient</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-year revenue (LTV)</td>
<td>$14.4 M</td>
<td>$14,400</td>
</tr>
<tr>
<td>COGS</td>
<td>$720K</td>
<td>$720</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>$300K</td>
<td>$300</td>
</tr>
<tr>
<td>Gross 3-yr margin</td>
<td></td>
<td>92.2%</td>
</tr>
</tbody>
</table>

Revenue: $400 per month per patient for managing the patient – Steth IO Device+ telemedicine software + service

COGS: personnel + device + shipping + cloud hosting

Cost of sales: Estimated enterprise sales & marketing cost per account

**User:** Patient

**Buyer:** Payers – Insurance & corporates

**Sales Channels:** Enterprise sales.

**Marketing Channels:** Conferences, Online

**Financial Plan**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>#Contracts</td>
<td>1</td>
<td>5</td>
<td>12</td>
<td>20</td>
</tr>
<tr>
<td>Revenue ($M)</td>
<td>0.6</td>
<td>14.7</td>
<td>16.2</td>
<td>30.6</td>
</tr>
<tr>
<td>Expenses ($M)</td>
<td>1.98</td>
<td>6.55</td>
<td>11.77</td>
<td>19.96</td>
</tr>
<tr>
<td>EBITDA ($M)</td>
<td>-1.38</td>
<td>-0.23</td>
<td>4.46</td>
<td>10.63</td>
</tr>
</tbody>
</table>
Mahesh Mulumudi, MD
President and CEO
Interventional Cardiologist

Avani Vimavala, MHA
Director of Operations
Regulatory & Health Administration

David Spencer, SSE
iOS Dev
Software Engineering Lead

Ray Miller
Acoustic Signal Processing Expert
Embedded Engineer and Mathematician

Krish Kompella, MS
CTO
Data Scientist

Mary Vater
Regulatory and 510 (k) Expert
Medical Device Academy

Dan Blase
Hardware Engineering
Agility Design

FOUNDERS/BOARD MEMBERS

Craig Rosenberg, PhD
UI Expert

Suman Mulumudi
Egleston Scholar
Columbia University
Inventor of Steth IO

ADVISORY BOARD

Dr. Jay Sanders, MD
ATA Founder

Dirk Lammerts, MD
Ex-Board Member, AliveCor

Nicholas Ong, MBA
Ex-CEO Spacelabs Healthcare

Frederic Michard, MD
Ex-VP Strategy, Edwards Lifesciences
## Investment Ask

**Seeking $4M Series A to breakeven in Q1 2021**

<table>
<thead>
<tr>
<th>Area</th>
<th>Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>AI for heart &amp; lung</td>
<td>$500,000</td>
</tr>
<tr>
<td>Complete continuous care platform</td>
<td>$400,000</td>
</tr>
<tr>
<td>EKG and other sensors</td>
<td>$400,000</td>
</tr>
<tr>
<td>Integrated Device + Software</td>
<td>$400,000</td>
</tr>
<tr>
<td>Clinical studies</td>
<td>$600,000</td>
</tr>
<tr>
<td>Stand-up virtual visits practice</td>
<td>$300,000</td>
</tr>
<tr>
<td>Sales &amp; marketing</td>
<td>$800,000</td>
</tr>
<tr>
<td>Inventory</td>
<td>$600,000</td>
</tr>
</tbody>
</table>

**Potential Exit**

- Therapeutic Companies
- Medical Device Companies
- Health Plans
Strategic Partnership

We are interested in participating in research towards advancing our technology or augment your technology

We would like to participate in proof of concept trials to validate the Steth IO technology

We are exploring partnerships to create Steth IO Fitness (leveraging our existing technology and patents) to measure and monitor health fitness for health conscious customers