

# SHL Telemedicine FY Results 2021 Presentation

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April 2022





## Forward looking statements

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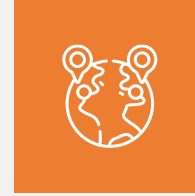
## SHL Telemedicine at a Glance



SHL is a **leading provider and developer** of advanced telehealth technology and services with unmatched 30 years of medical & ECG data-base



Swiss Stock Exchange  
(Symbol: SHLTN)  
**Mkt cap ~\$280m**  
**Nasdaq Listing** process  
Expected **30% increase**  
of Revenue **in 2022**



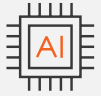
Telemedicine centers in Israel and Germany with significant **strategic partners in the US**



Provide **24/7 telehealth monitoring** with **global** service capabilities handling **3m** interactions and data readings per year



# SHL accelerates its global telemedicine operations for rapid implementation of proven **technologies and services**



Use of A.I. Technology  
(Artificial-Intelligence)



Use of large databases (Big-Data)



Collaboration with leading strategic healthcare industry partners



Realization of growth potential in existing and new markets, with an emphasis on Germany and the USA



## 2021 – Turning Point Year

Israel	Germany	USA
<ul style="list-style-type: none"><li>• Increase of about 30% in revenues following the merger of Mediton Group in the last part of the year</li><li>• Mediton Group integration process is advancing and is ahead of the plan</li><li>• The Israeli activity contributed EBITDA of about \$ 10 million in 2021</li></ul>	<ul style="list-style-type: none"><li>• Stable revenues in Germany of about \$18 million</li><li>• New multi-year contracts with several Sick-Funds, following a loss of a contract with another Sick-Fund at the beginning of the year</li><li>• BARMER VIRTUAL VISITS - successful completion of launch phase and service and availability of service to all BARMER insureds Germany wide</li><li>• Continued investment in the platform to strengthen the competitive position in the market</li></ul>	<ul style="list-style-type: none"><li>• Substantial agreements with leading FORTUNE 500 entities such as CVS – CTS</li><li>• FDA to OTC for SmartHeart - in process</li><li>• Staffing key personnel</li><li>• The achievements in 2021 are ahead of the plan</li></ul>

### Key Financial Figures

- Increase in reported revenues to about \$ 49 million (over 20%); Adjusted EBITDA is stable at about \$6.7 million (including \$1.3 million non-cash items)
- One-time expenses related to acquisition of Jumdei and Mediton Group, in parallel to increased investments including in R&D supporting continued growth
- Total Cash of about USD 32 million and Long-Term Debt of about USD 18 million, following Equity Capital raise of CHF 35.0 million at the beginning of the year



## Israel – ~30% increase in turnover



**B2C model - sale of cardiac monitoring services to consumers: personal 12 Lead ECG devices for transmission of remote medical data, 24/7 telemedicine center, electronic personal medical record, Mobile Intensive Care Units in coverage areas**

- About 50,000 subscribers
- Average monthly subscription fee – about \$40
- Average length of stay in service - range of six (6) years

**B2B model - Mediton Group is a leading B2B healthcare services provider in Israel**

- Largest leading companies in Israel, Government institutions, Ministry of Defense, National Insurance Institute, HMOs and insurance companies
- Integration process advancing



## Germany – Significant growth expected in the coming years



- SHL is the market leader in Germany operating a B2B model - monitors and stabilizes chronic patients and saves costs for the Sick Funds
- The Company has agreements with leading Sick Funds covering about 30% of the German health insurance market (about 25 million insured lives)
- Increase of ~5% in revenues to ~\$18 million
- Growth engines in Germany with support of legislation:
  - **Doctor's Virtual Visits Service – penetrating a market of about 800 millions annual in person doctor's visits**
  - **Virtual Visits service available to all BARMER insured Germany wide**
  - **Potential of 3 to 5 million annual Virtual Visits in 2023-2024**
  - **Increase in the chronic patients monitoring activity, including expansion to additional conditions. Expected decrease of margins in this activity**



# USA – Faster than planned progress



## Collaboration with leading healthcare industry partners

- ✓ Commercial agreement to expand use of SmartHeart across different platforms at MAYO CLINIC



## Hospitals, Home Health, Nursing Homes

- ✓ Over 6,000 hospitals and 11,300 Home Health Agencies in the US
- ✓ Collaboration agreement with VNA CARE for deployment of SmartHeart



## Convenient Care Clinics, Retail chains and distributors

- ✓ CVS Minute Clinics – over 1,200 retail clinics and 10,000 pharmacies across the US



## OTC and private costumers

- ✓ In process to obtain FDA

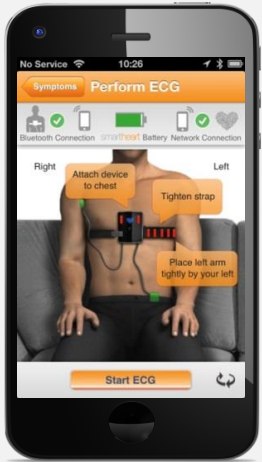
- ❖ Deployment of SmartHart ECG technology to many platforms and use-cases
- ❖ Continue material investments in activity
- ❖ Expecting meaningful revenues in 2022





# A.I. to exponentially increase demand and use of SmartHeart™ full 12-lead ECG

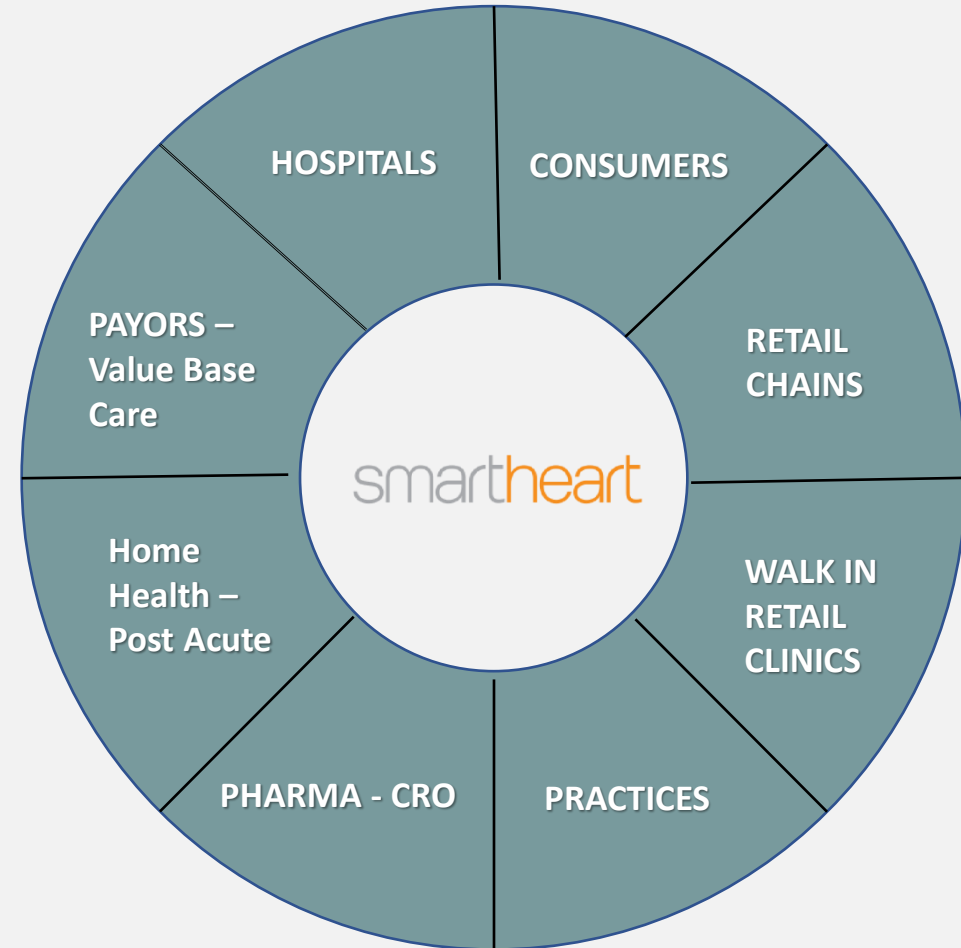
smarthear



- 24/7 ECG review
- Provider Portal



## A.I. ECG Tools



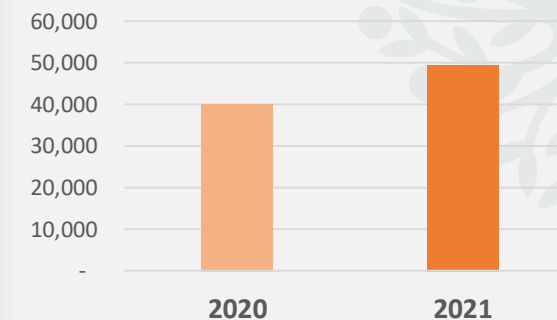
## Financials – P&L

<i>In USD million (except per share amount)</i>	<i>FY 2021</i>	<i>FY 2020</i>	<i>FY 2020 cc<sup>(*)</sup></i>
<b>Revenue for the period</b>	<b>49.6</b>	<b>40.2</b>	<b>42.3</b>
Revenue by territories			
Germany	17.9	17.0	17.7
Israel	31.2	22.5	24.0
Others	0.4	0.6	0.6
<b>Adjusted EBIT</b>	<b>1.3</b>	<b>2.2</b>	<b>2.3</b>
<b>Adjusted EBITDA</b>	<b>6.8</b>	<b>7.1</b>	<b>7.5</b>
<b>Net Income (loss)</b>	<b>(13.9)<sup>(**)</sup></b>	<b>0.3</b>	<b>0.3</b>
EPS	(0.99)	0.03	0.03

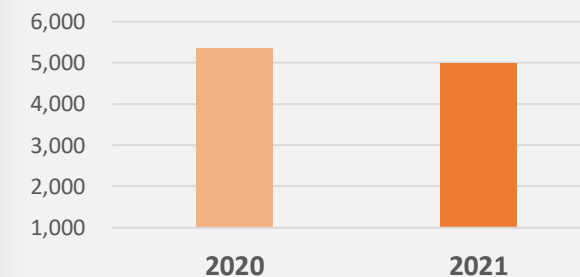
\* Constant Currency

\*\* Includes: (i) loss derived from finance expenses of \$10.2m due to non-cash accounting measures; and (ii) Stock-based compensation expenses of \$1.3m

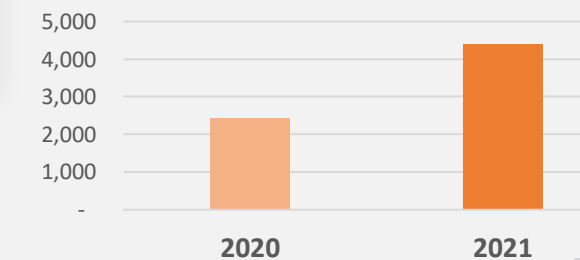
Revenue



EBIDA



R&D Gross exp

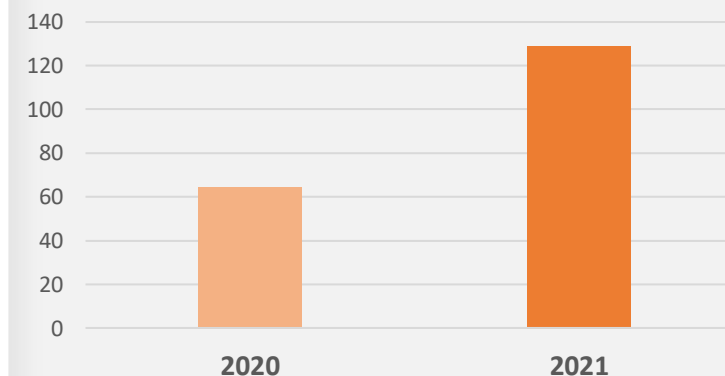


## Financials - Balance Sheet and Cash Flow

<i>In USD million</i>	<i>FY 2021</i>	<i>FY 2020</i>
Cash and cash equivalents	14.8	4.1
Short term bank investments	17.2	6.5
<b>Total cash and short term investments</b>	<b>32.0</b>	<b>10.6</b>
Short term bank debt	1.8	2.3
Long term bank debts	17.2	
<b>Total debts</b>	<b>19.0</b>	<b>2.3</b>
Capital and reserves	125.4	96.8
Accumulated deficit	(73.0)	(58.9)
<b>Total Equity</b>	<b>60.1</b>	<b>37.9</b>
<b>Increase in cash and short term investments</b>	<b>21.4</b>	<b>4.5</b>
<b>Operational cash flow</b>	<b>0.2<sup>(*)</sup></b>	<b>4.7</b>

\* Related to increase in inventories of USD 3.1m and investments in supply chain to address anticipated demand for the Company's products, and investment in R&D (gross) of USD 4.4m resulted in USD 0.2m operational cash flow

Total Assets (in million)



## Senior Management

Recruitment  
of President /  
General  
Manager  
**SHL USA** –  
in process



**Yossi Vadnagra**

General Manager  
SHL Israel



**Linus Drop**

Managing Director  
SHL Germany



**Amir Hai**

CFO



**Erez Nachtomy**

CEO



**Yariv Alroy**

Chairman of the Board





## 2022 – Expected events

- Nasdaq Listing
- Expansion of US activity
- Recruiting of US CEO
- Expansion of Doctor’s Virtual Visits activity in Germany
- Additional agreements from existing strategic channels in the US
- Additional agreements for monitoring patients in Germany





Thank you

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