

cogvis

FOR HUMAN COMPASSION AND QUALITY CARE

Michael Brandstötter, Co-founder

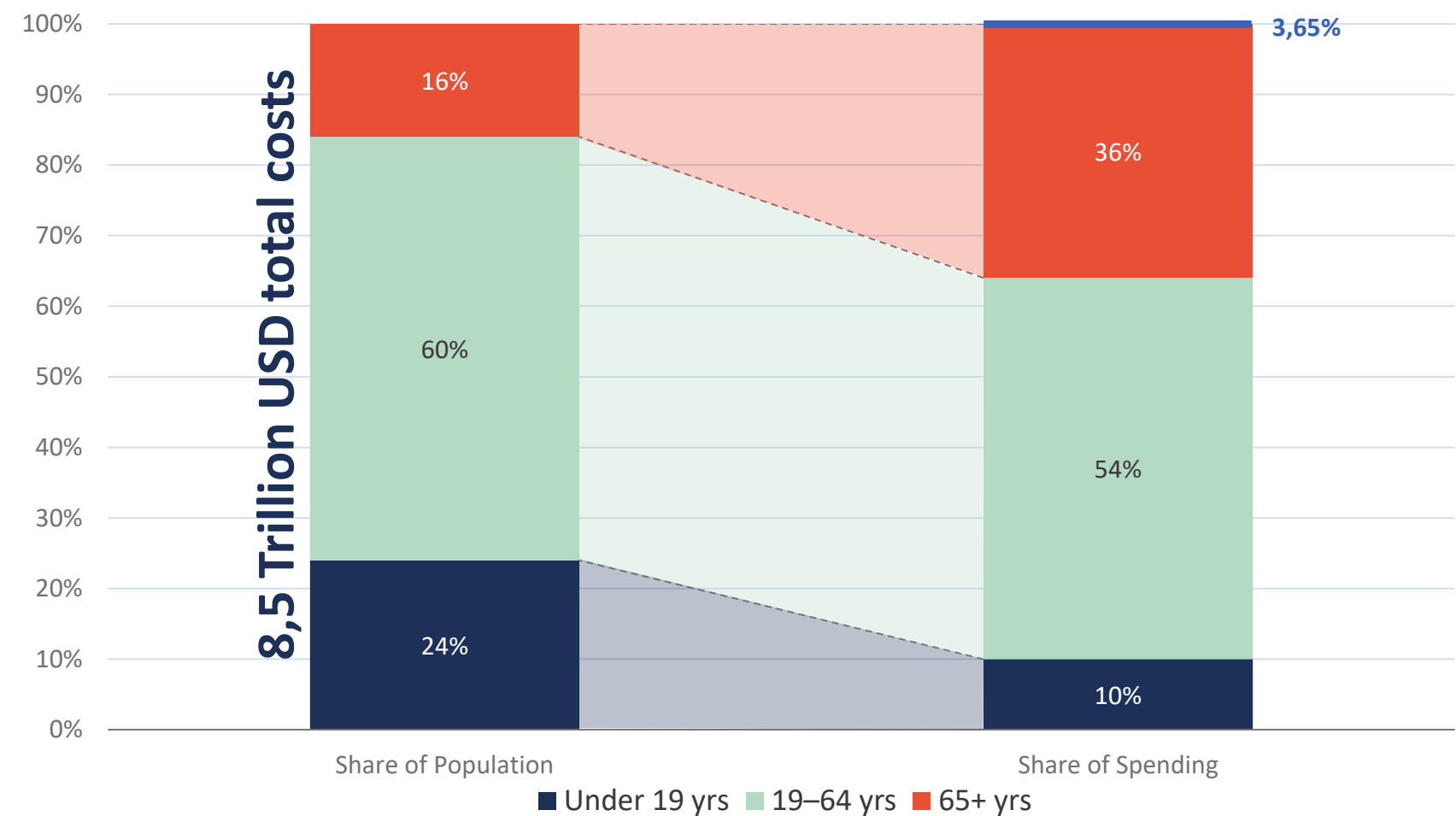
About cogvis

- 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; falls; support nurses, B2B market

Some References



Impact of Falls: Share of Total Health Spending by Age Group



Comment

- The population aged 65+ is incurring unproportionally high medical costs
- **3.65% of total medical costs incurred by people aged 65+ are fall-related.**

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



Challenges for the Healthcare System

Market faces unprecedented growth & cost pressure, and an acute nursing job crisis.



Nurses face stress and job dissatisfaction

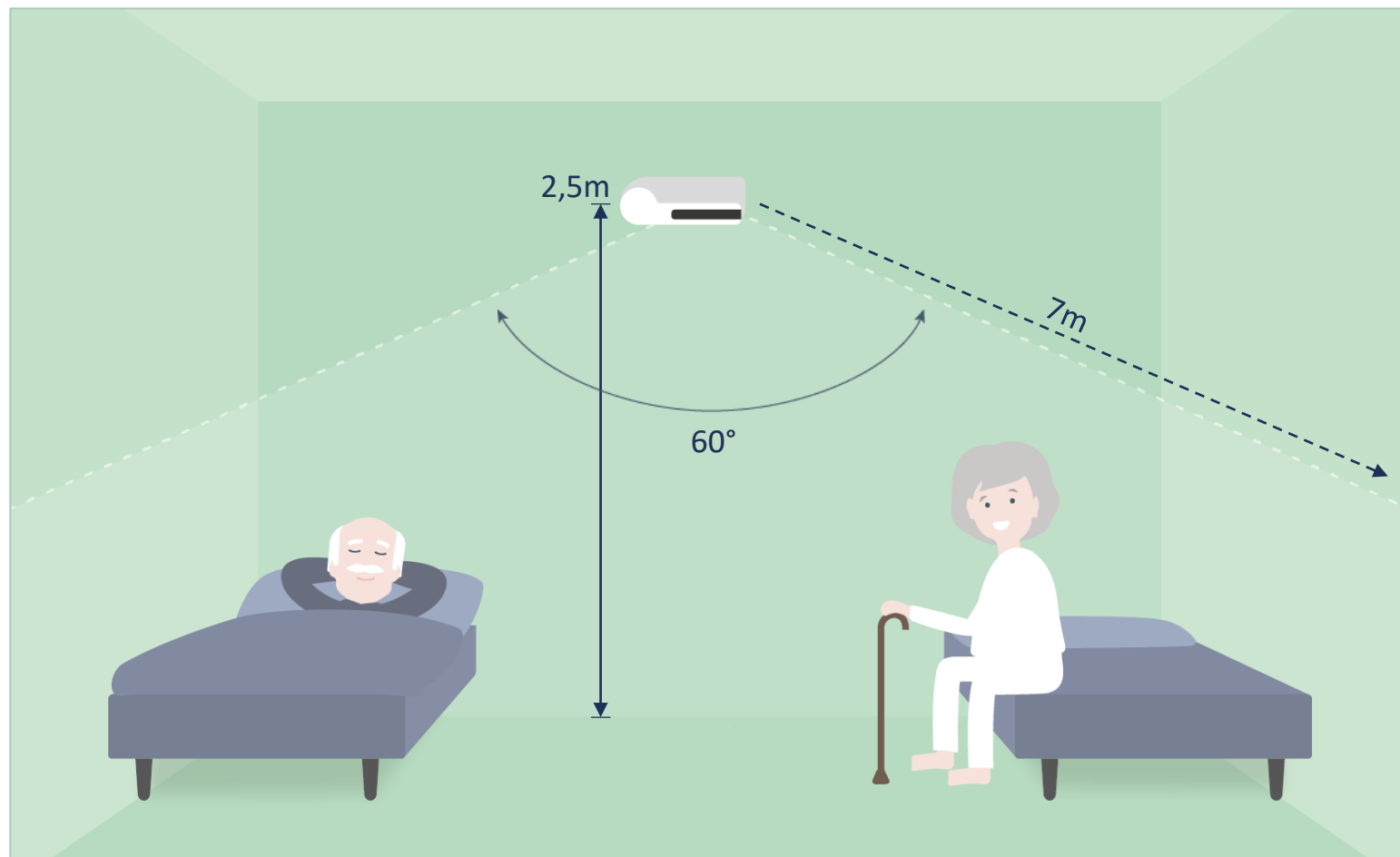
Nurse attrition rate of 61%
2m open care jobs in EU and US
78% say that activities are left undone

cogvisAI

technologies -

for a safer and healthier life



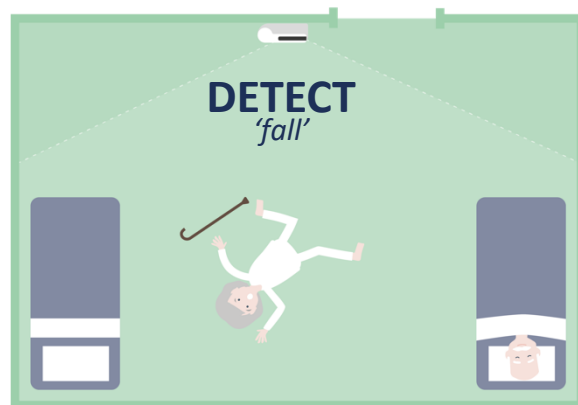
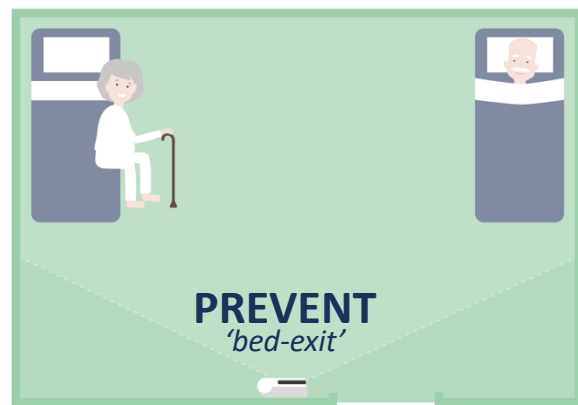


Information

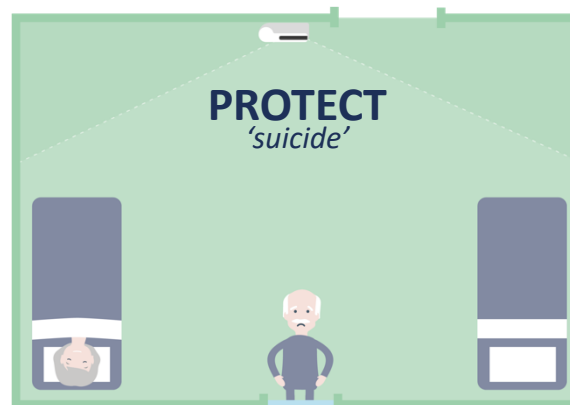
- Easy Installation, auto-configuration
- Entire data processing on board, fully anonymized
- Connection to cogvisAI Management Plattform via WIFI, LAN or SIM.

cogvisAI Apps

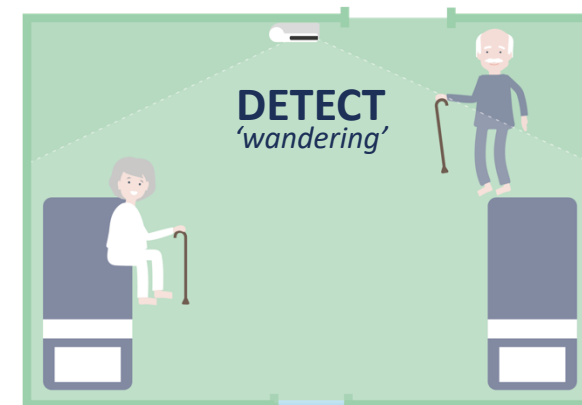
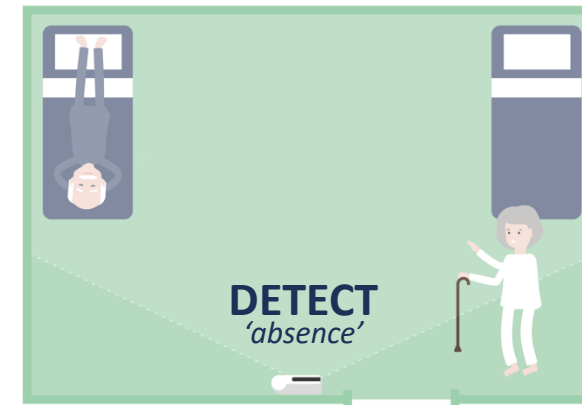
FALL



SAFETY & SECURITY



DEMENTIA

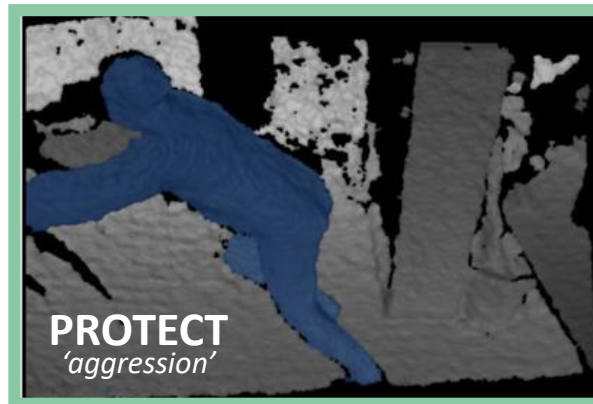


cogvisAI Apps

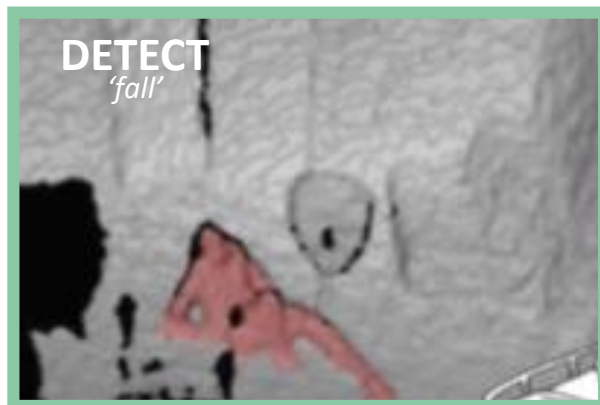
FALL



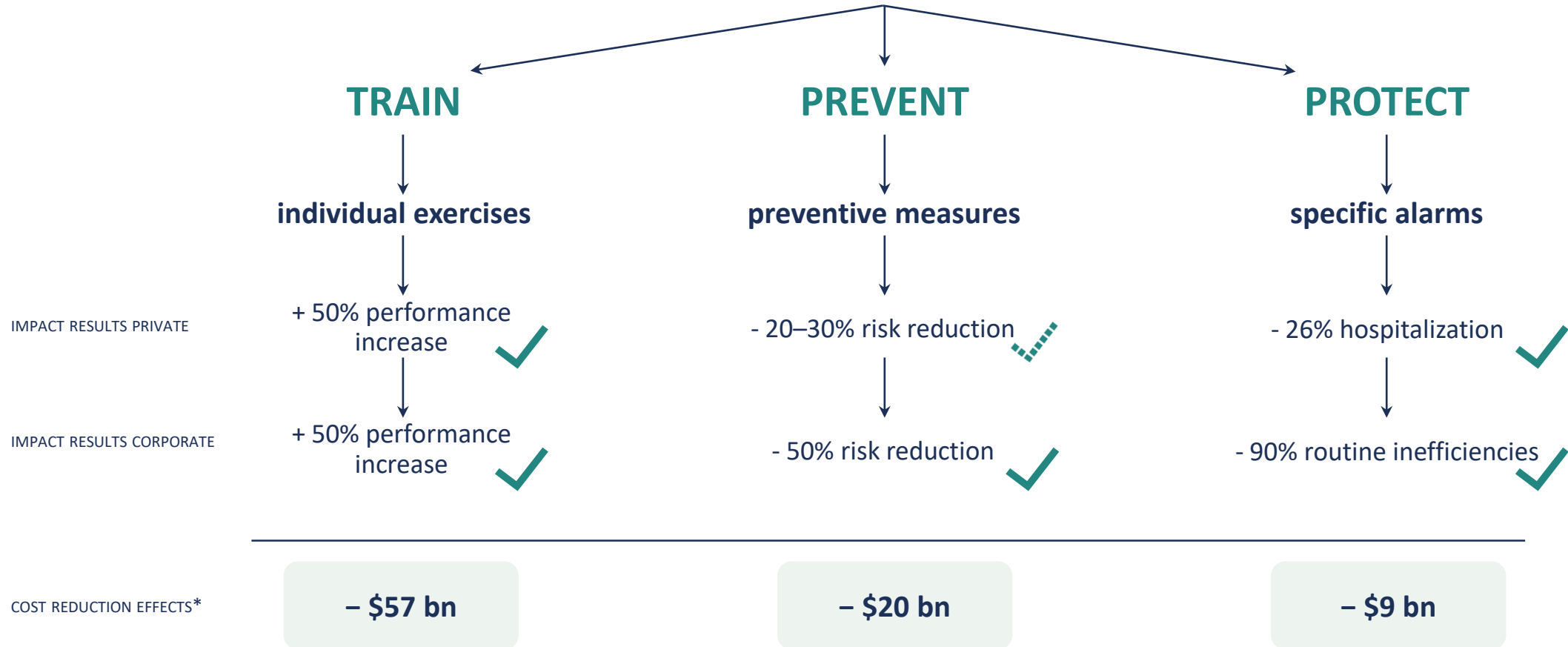
SAFETY & SECURITY



DEMENTIA



BEHAVIOURAL ANALYTICS



Product line up human behaviour detection

- Nursing homes
- Senior residences
- Hospitals
 - oncology, geriatrics, maternity ward,...
- Rehabilitation clinics
- Assisted living

cloud platform or
on-premise platform

fearless

cogvisAI

riskless

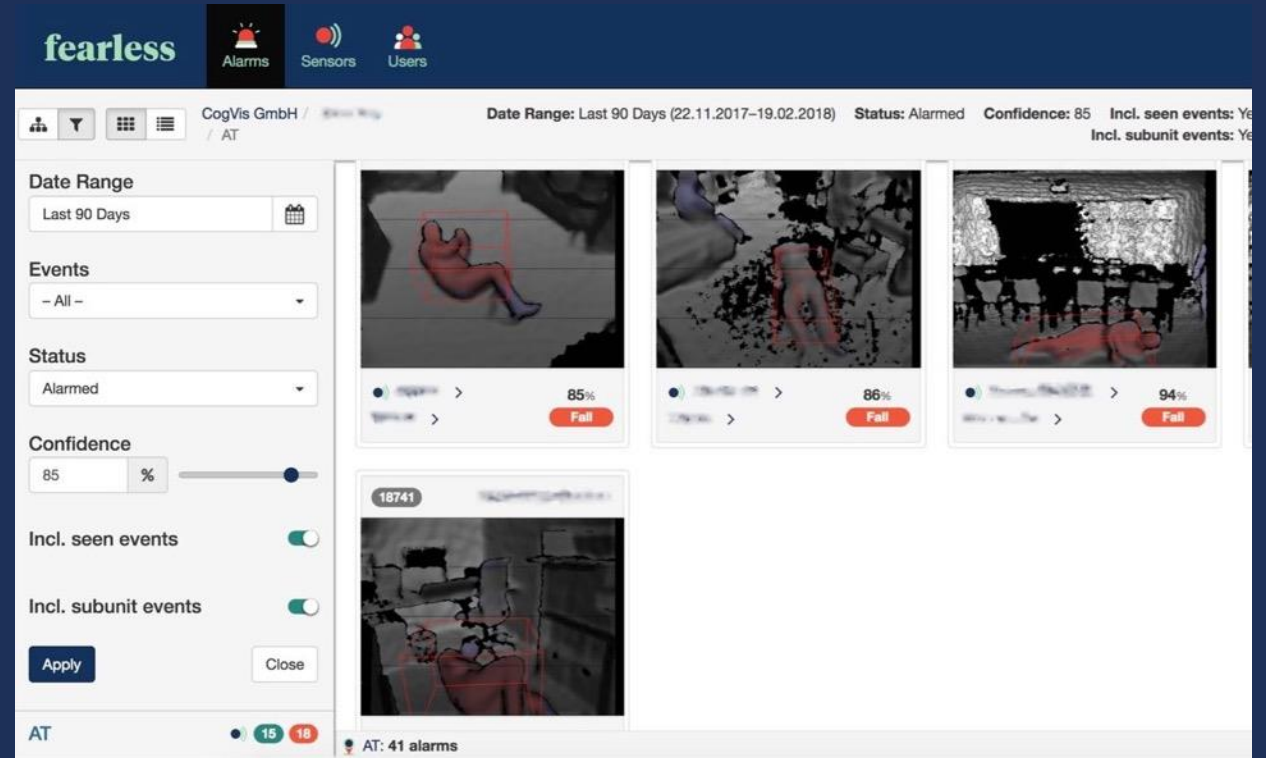
- Long-term psychosocial facilities
- Psychiatric hospitals
- Withdrawal clinics
- Correction centres

with live visuals
on-premise solution

Access from anywhere – cloud or on-premise

IoT Platform

Operation management for 3D edge analytic sensors



cogvisAI Apps Next Generation

ASSESSMENT



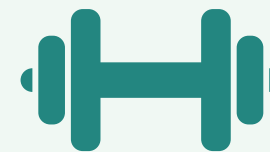
Fall Risk

ADMINISTRATION



Documentation

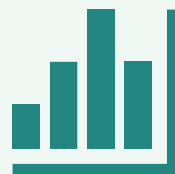
TRAINING



Training



Profiling



Reporting



Gaming

Cogvis has technological advantage of 2-3 years

Performance high

Cost efficiency high

patented

1 fearless sensor
replaces several
alternative sensors



MentorAge®

MintT

STANLEY
Healthcare

3D Sensor

low



Floor sensor

Fall mattresses

Bed sensor

RoomMate

WALABOT

WiFi

Radar

Motion detector

cogvisAI Advantages

- Bed-exit detection can prevent falls by 30-50%!
- Early alarming reduces fall related follow-up costs.
- CogvisAI replaces several pre-existing products such as fall mattresses and sensors in the bed), thus reducing investment and maintenance costs.
- Routine- and administrative tasks of nursing staff can be reduced significantly, thus saving time for compassionate care taking.
- Job satisfaction of nursing staff is increased (reducing stress) and client safety and wellbeing is significantly enhanced.

Unit costs

Per unit	
Sales one time	€ 850,-
Licensing (yearly)	€ 89,-
Production costs	€ -250,-
LTV (5y)	€ 1295,-
Multiple	> 5

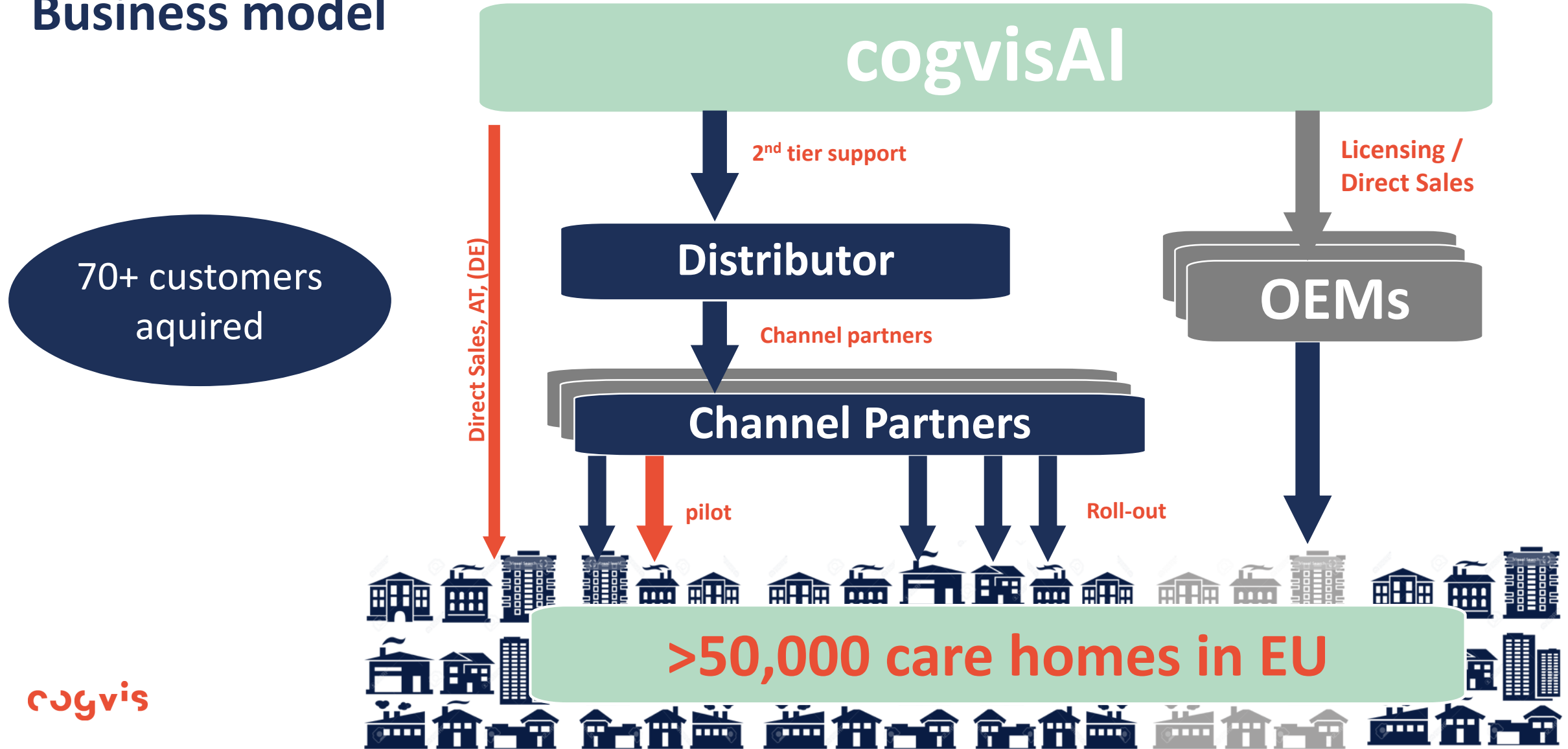
Benefit for a typical nursing home customer

ROI calculation typical customer	cogvisAI	dumb sensors
Calculation period in years	7	7
Number of beds	100	100
Total cost of solution for 100 beds (50% of rooms equipped)	74.000 €	90.000 €
Savings due to fewer hospitalizations	232.260 €	119.070 €
Savings due to less night time shift staff (1.5 staff less per 100 patients)	153.861 €	- €
Savings due to reduced staff absences/stress (5% improvement)	84.000 €	- €
Less litigations with relatives and admin work (300€ per hospitalization)	44.100 €	9.450 €
Reduction of admin tasks (protocols. documentation. 2 min per patient per day)	180.633 €	- €
Higher reimbursement due to accurate assessment of real care needs	191.625 €	- €
Total savings and increased reimbursement	960.479 €	128.520 €
ROI	1098%	43%
Payback in years	0,6 year	4,9 years

cogvisAI References



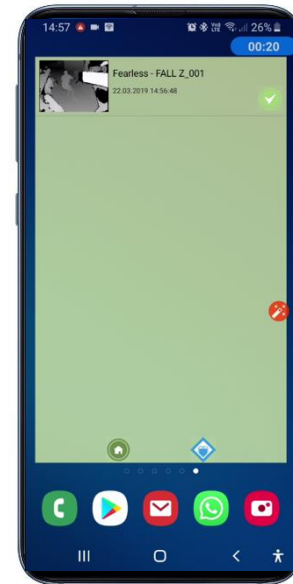
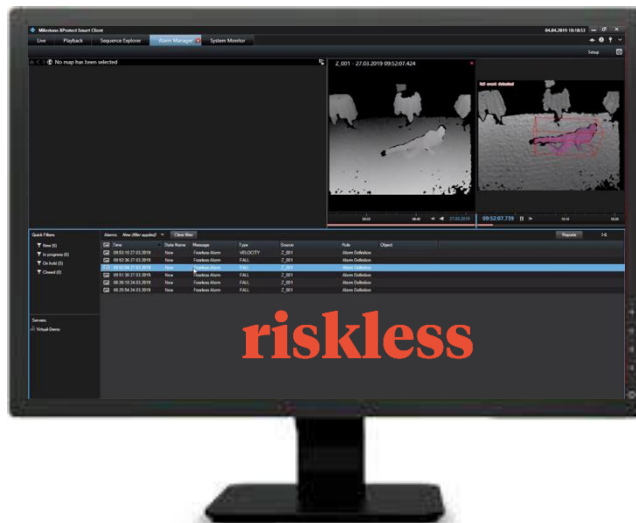
Business model



Already operating

- EET Europarts and Milestone Video Management System
 - EET: 32 sales offices with activities in 25 countries in Europe and Africa
 - Milestone Sys: 10,000 business partners around the world
 - Integrators: Siemens, Johnson Control

Alarm and streaming



Mobile Alarm Manager



Notifications

Cooperates Piloting cogvisAI

- Toyota and Chinese Gov.: Pilot in Xian, China starting 05/2020, potential 12 Mio. “rich” elderly
- NTT Docomo: Total 60 Mio customers in JP, potential 18 Mio. elderly users
- Direct Supply: distributor and services for 90% of US care market, focus on fall prevention in 2020
- Linet group: 3rd largest OEM (global) for nursing and hospital beds, interested investor
- IBM health care: cogvisAI is integrated in IBM cloud
- ... and local players in SE, RU, DE, AU, ...

Our Sales Forecast / Status Quo

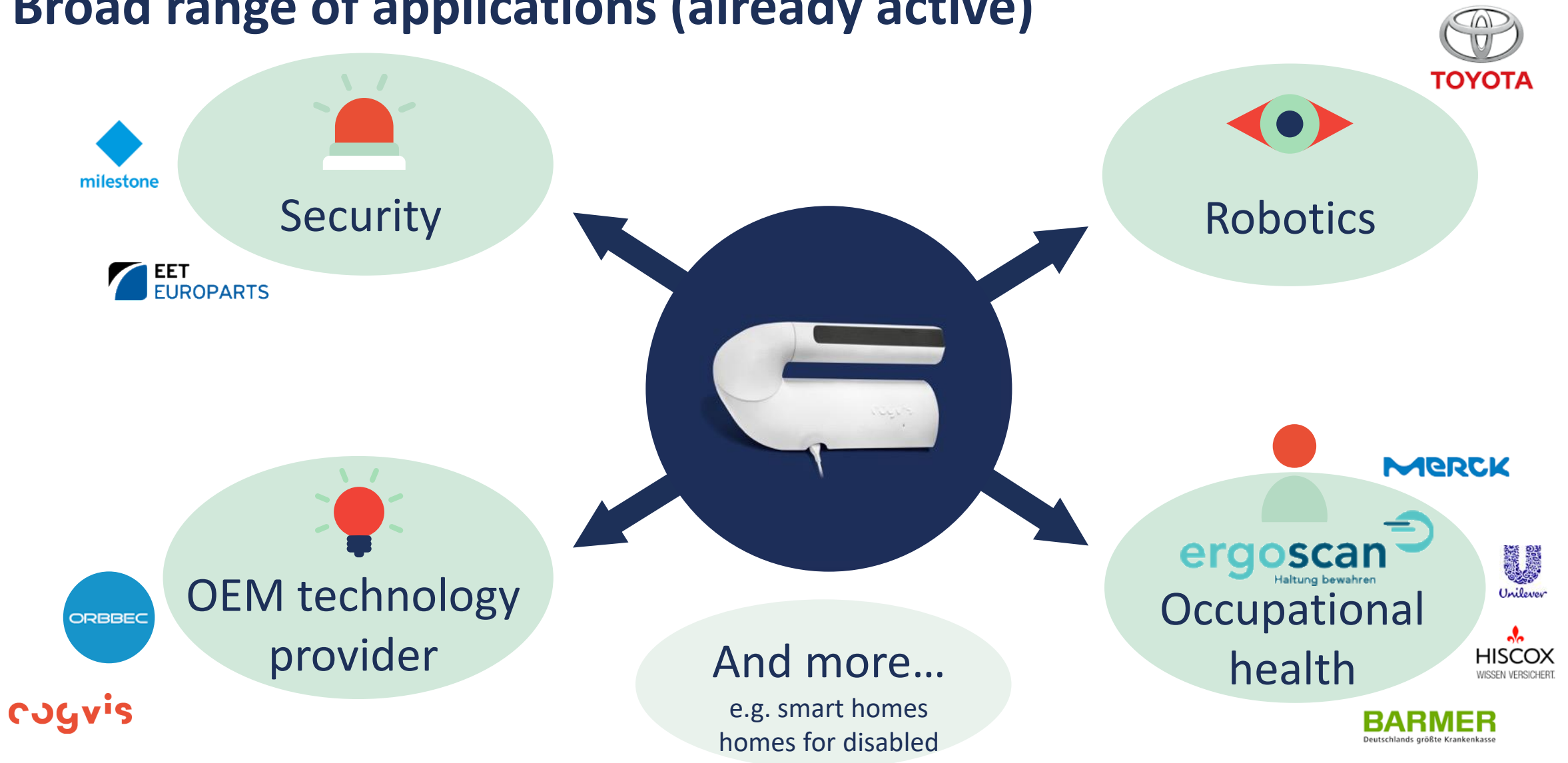
Market	Partner	Potential (# beds)	Revenue Potential (USD; k)	Status Quo
Global	Linet	1,500,000	1,295,000	Interested Investor
Global	Direct Supply	1,350,000	1,165,500	Pilots
Asia	Toyota	777,000	670,810	Partner
Global	Milestone	250,000	111,111	Partner
Europe	Korian	76,000	65,613	Pilots
Europe	Orpea	73,158	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

→ **Status quo:** 4 million beds and \$3,4 bn USD in revenue potential!

03/2020:
Total 70 nursing
homes and
hospitals

50% aquired in
the last 6
month

Broad range of applications (already active)



Within the last 3 months, cogvisAI detected:



5.217 falls



45.889 bed exits

Awards





**„fearless enables high
quality care services.“**

Prim. Dr. Stepan, MSc

Medical Director of the Neurological Department at the Rehaklinik Wien Baumgarten



„When using fearless, you are starting to make a difference in people's lives.“

Mark Van Loock
Production Engineering – Advanced Technologies
Toyota Motor Europe NV/SA



„fearless means more safety for people.“

Mag. Petra Hellmich, MA
Pflegedienstleitung u. Fachbereichsleitung
Samariterbund Wien



„fearless is a technology that clinically convinces.“

PD Dr. med. Thomas Münzer
Chefarzt und Mitglied der Geschäftsleitung
Geriatriische Klinik St. Gallen

Time to become fearless!



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