



Investor presentation 2Q 2020.



September 2020

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Presentation Plan.



| Financial Results 2Q20

Group Development

Innovation Roadmap

Q&A

Revenue.

- Number of claims decreased by 17% Q/Q affected by COVID with the highest impact in April
- Average reimbursement rates paid by insurers (in USD) were lower in 2Q20 vs 1Q20 due to changes in business model
- Out of US revenues grew by 17% Q/Q
- FX impact amounts to 0.4 M PLN in 2Q20

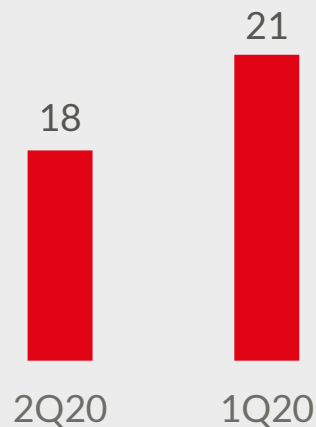
Revenue M PLN

-36% q/q



Claims submitted to insurers '000

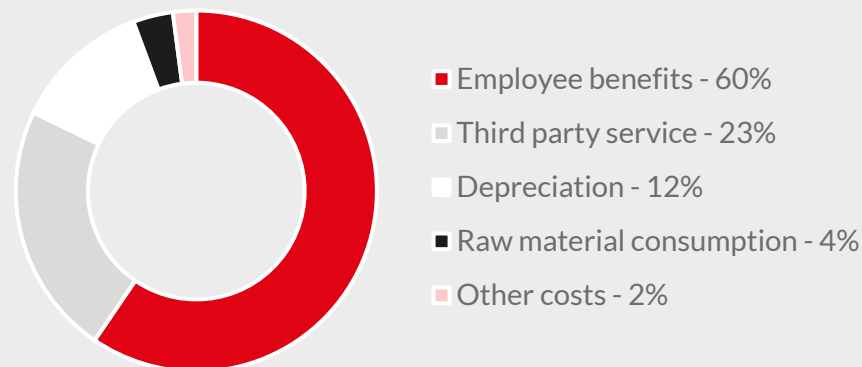
-17% q/q



Operating Costs.

- Total operating costs lower by 11.2 M PLN Q/Q in 2Q20 (-25% Q/Q)
- Employee benefits down by 7.3 M PLN Q/Q in 2Q20 (-27% Q/Q) due to:
 - Working time optimization in Medi-Lynx related to Covid impact resulted in lower by 36% FTE Q/Q in 2Q20
 - Decrease in Medicalgorithmics (-0.9 M PLN)
 - FX impact (+0.3 M PLN) in 2Q20

Operating costs 2Q20



M PLN	2Q 20	1Q 20	q/q	2Q 19
Employee benefits	20.0	27.3	(7.3)	25.0
Third party service	7.6	8.7	(1.1)	10.8
Depreciation	4.1	4.0	0.1	4.4
Raw material consumption	1.2	3.2	(2.0)	1.5
Other costs	0.7	1.4	(0.7)	2.2
Total operating costs	33.4	44.6	(11.2)	43.9

Financial Results.

- Revenue decreased of 13.0 M PLN Q/Q mainly due to lower number of claims related to Covid, and lower average rate for test
- Operating costs significantly lower Q/Q due to adjusting the cost structure to the number of tests
- Operating result lifted by 4.2M PLN (1.0 M USD) of non-refundable CARES Act support for healthcare sector companies

M PLN	2Q 20	1Q 20	Q/Q	4Q 19
Sales revenue	23.1	36.1	(13.0)	37.6
Total costs of sales	(33.4)	(44.6)	(11.2)	(42.9)
Profit/(loss) on sales	(10.3)	(8.6)	(1.7)	(5.3)
Net other operating	4.2	(0.1)	4.3	(0.1)
EBIT	(6.1)	(8.6)	2.5	(5.4)
Net finance	(1.0)	0.5	(1.5)	(0.6)
Profit/(loss) before tax	(7.2)	(8.1)	0.9	(6.0)
Income tax	2.7	1.1	1.6	1.8
Net profit/(loss)	(4.5)	(6.9)	2.4	(4.2)
Net profit/(loss) attributable to Shareholders of the Parent Company	(1.2)	(3.3)	(2.1)	(1.7)
EBITDA	(2.1)	(4.6)	2.5	(0.4)

Cash & debt.

- Cash position was 41.0 M PLN at the end of the 2Q20 with net debt at 9.0 M PLN
- In April company received additional 13.2 M PLN of cash due to capital increase, 4.3 M USD under the support of the “CARES Act”, and 2.7 M USD Medicare upfront payment

M PLN	June 30, 2020
Promissory note	8.3
Cares Act loan	12.7
Bank debt	11.1
Total financial debt	32.1
Lease liabilities	17.8
Total financial liabilities	50.0
Cash and term deposits	41.0
Net financial debt (before IFRS 16)	-8.8
Net debt	9.0
Debt ratio	0.3x

Presentation Plan.



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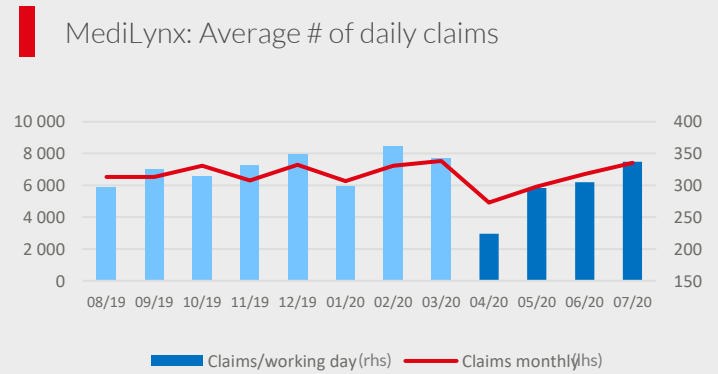
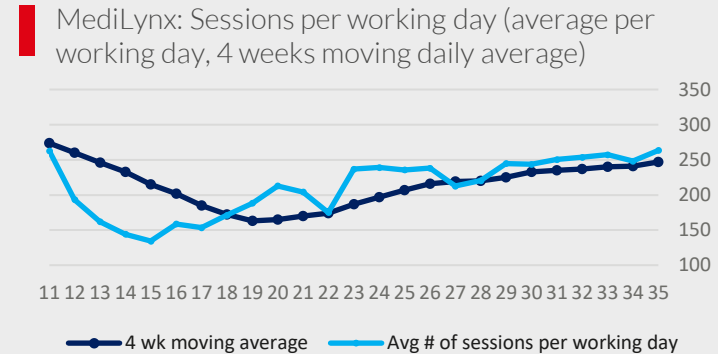
USA Operations Continuing During Covid-19 Pandemic.

- Daily Enrollments return to Pre-COVID numbers at approx. 315 daily sessions
- Repositioned the entire company – 186 FTEs with 90% permanently remote; instituted new technology to better facilitate connectivity with customers
- Telemedicine part of the new norm for business revenue
- Successfully utilized all 3 Government Programs through the CARES Act (Net ~\$3M).
- COVID-19 Programs continuing research studies at 3 Prestigious Universities
- Productivity and efficiency programs are being implemented, targeted for 15-20% cost reduction via new workflow and phone systems for Customer Service and Revenue Cycle
- Business development and IT programs are being driven and on track with Patch (Q3 FDA Submission), Techbot 2, and new OS System
- Establishing business model for liquidity and positive cash flow for 2021

Position the Company for Profitable Growth Globally

Significant improvement in sessions started.

- Changes in # of sessions
summary: Current 4 weeks vs previous 4 week: +7% ; Current 12 weeks vs previous 12 weeks: +36%
- Average daily number of test started grew by 96% vs. weakest recorded number in April 2020
- Average numbers of claims per working day and sessions started are close to pre-pandemic period
- 7413 claims reported in July, (+50% vs April 2020)



Technology: Driving Productivity.

EMS Team

Cross functional group of senior leaders now meets weekly to review progress, remove impediments and set guidance for engineering projects.

Resource Allocation

Adding new headcount and realigning existing resources to accelerate product development, specifically PocketECG NextGen.

Continuous Improvement

Onboarding new Lean Six Sigma resource to drive corporate culture to deliver both incremental and breakthrough improvements in cost reduction.

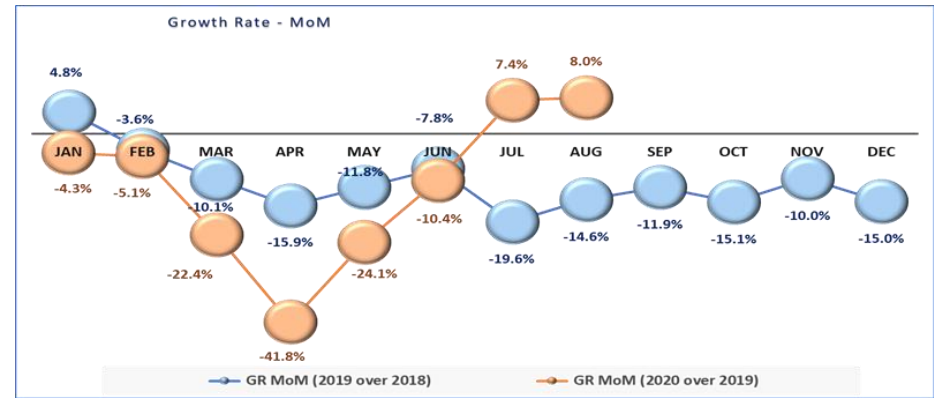
Enhancing Work From Home

New remote access, collaboration and voice solutions to support continued remote operations while improving productivity at a reduced operating cost

Driving a profitable business.

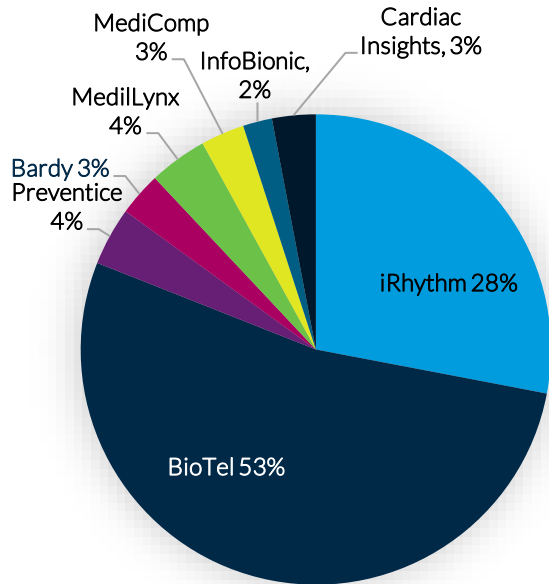
Quantitative vs Qualitative Strategy

- Reengineered sales organization
 - Inspired Field Organization with communication during COVID
- Customer Profitability Analysis
- CRM Process: targeted selling for profitable growth
- Accelerated Payor contracting
- MCT growth initiative
- Impactful Patch launch
- Launched clinical initiatives with Research Programs & Webinars
- Increased Social Media Presence



Metrics and accountability at both customer and account manager level

U.S. Market Analysis.



Total Market Size ~\$900M+, growing at a 6% CAGR out to 2022 and beyond

- Patch market is ~2/3 of the total cardiac monitoring market
 - 1/3 of total market is Extended Holter Patch
- Wearables market is significantly outpacing the overall market growth rate at 30.67% (Research and Markets.com May, 2020)

To be successful, must execute on our Patch introduction and INN strategy

Business out of US.

More than 650 new devices sold in 2Q20

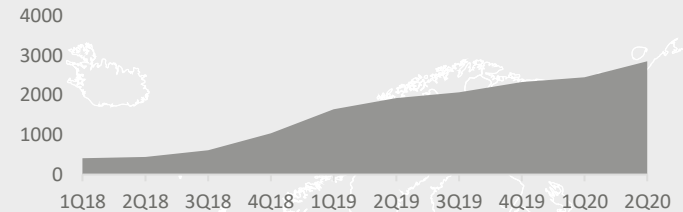
Continued rapid business growth in Canada

Shift for telehealth services supporting for business growth

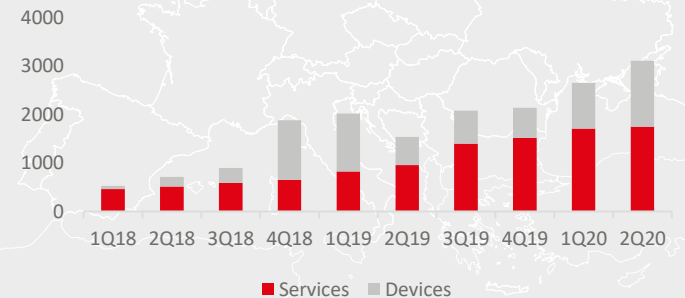
Company expects to reach sales targets for FY2020 despite Covid impact

Medicalgorithmics Out of US revenues increased by 17% Q/Q

Medicalgorithmics: Active devices out of US



Medicalgorithmics: Revenues out of US (kPLN)



Presentation Plan.



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| Innovation Roadmap

Q&A

Innovation roadmap – Extended Holter.

Addition of Extended Holter

Status: Complete - launched in 1Q20

- All-in-1 device = easy management of inventory & software systems
- Can transition from **Holter to Event** or from **Holter to Telemetry** seamlessly, when the patient is at home (without patient interaction, no need to hook up new device)
- Streamlined enrollment process with **pre-programmed insurance requirement** and indication which monitor type is applicable
- Multi-language interface for the device, making the patient training process easy
- **Digital workflow** for reviewing the reports including digital signature, automatic downloading and printing



Innovation roadmap – Pocket ECG IV, PatchECG & AI.

PocketECG IV

Status: FDA approved – delivery at the end of 2020

- Utilizes **LTE technology** allowing to more efficiently live-stream continuous ECG with all heartbeat labels, patient's symptoms and activity information

Deep Learning AI v 2.0 (DeepRhythmAI 2.0)

Status: Developed – expected FDA approval est for Q2.21/Q3.21

- Further automating the ECG approval process
- full automation est. for 2021/2022

(new) NextGen PocketECG software platform

Status: Under development – est. for Q3.21/Q4.21

- Fully web-based software solution
- Based on the AI 2.0 engine
- limited interactivity for the ECG techs due to automation
- Support for mobile platforms / improved access to granular data

PatchECG

Status: Under development – expected (Q1-2.21)

- Easy to use **wearable patch**
- Single ECG channel
- Device complementary to the PocketECG system
- Utilizes internally developed cutting edge technology to access & analyze ECG signal



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Innovation Roadmap

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