

Leaf Healthcare

An Emerging Medical Device Company



Leaf Healthcare Overview

Founding Idea

- 2011 Medical Student Experience
 - Electronic monitoring of patient movement, position and orientation to ensure patients are turned as per standard of care for pressure ulcer prevention
- Angel Seed Investment - Developed Working Prototype
- Venture Capital Investment – Developed useable product and initiated clinical trial

Company Description

- A patient monitoring company providing wireless solutions to caregivers who are seeking more efficient ways to improve clinical outcomes, and patient safety and quality measures.
- Technology (sensor) and Software (wireless mesh network and data analysis) company
- Introducing Patient Movement and Position as a new measurable and clinically meaningful parameter into the patient monitoring arena



First Product Opportunity – Hospital Acquired Pressure Ulcers

- Current cost of treating Pressure Ulcers in US Hospital segment alone is ~\$10B
- Outcomes for at-risk patients are impacted most significantly by adherence to patient turn protocols
- > \$5,000 treatment cost per occurrence
- Dramatic ROI with only modest improvement in outcomes

Evolution to a General Product for Wireless Monitoring

- Significant upside for the present technology as a platform for additional monitoring capabilities
- Wireless Monitoring Market projected to be >\$20B/yr in 2016
- Hospitals, Long Term Care, Nursing Homes, Home Health, Home Consumer

Leaf Patient Sensor



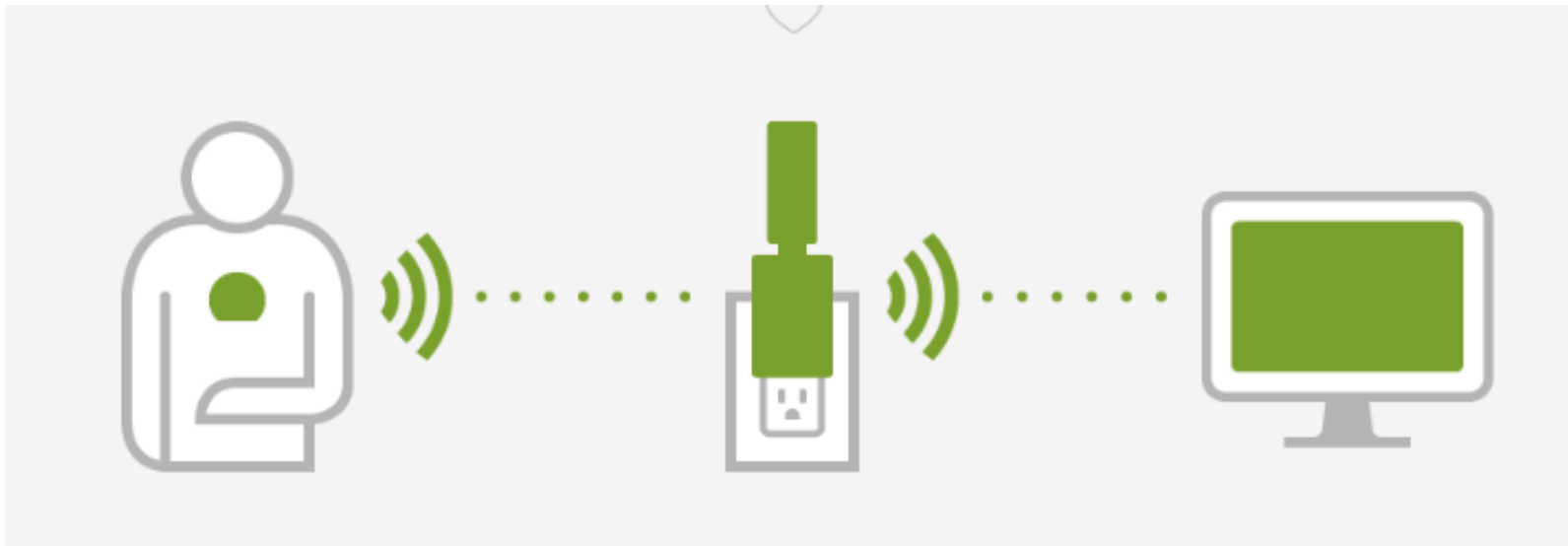
Easy to Install. Even Easier to Use.

Leaf Patient Monitoring System

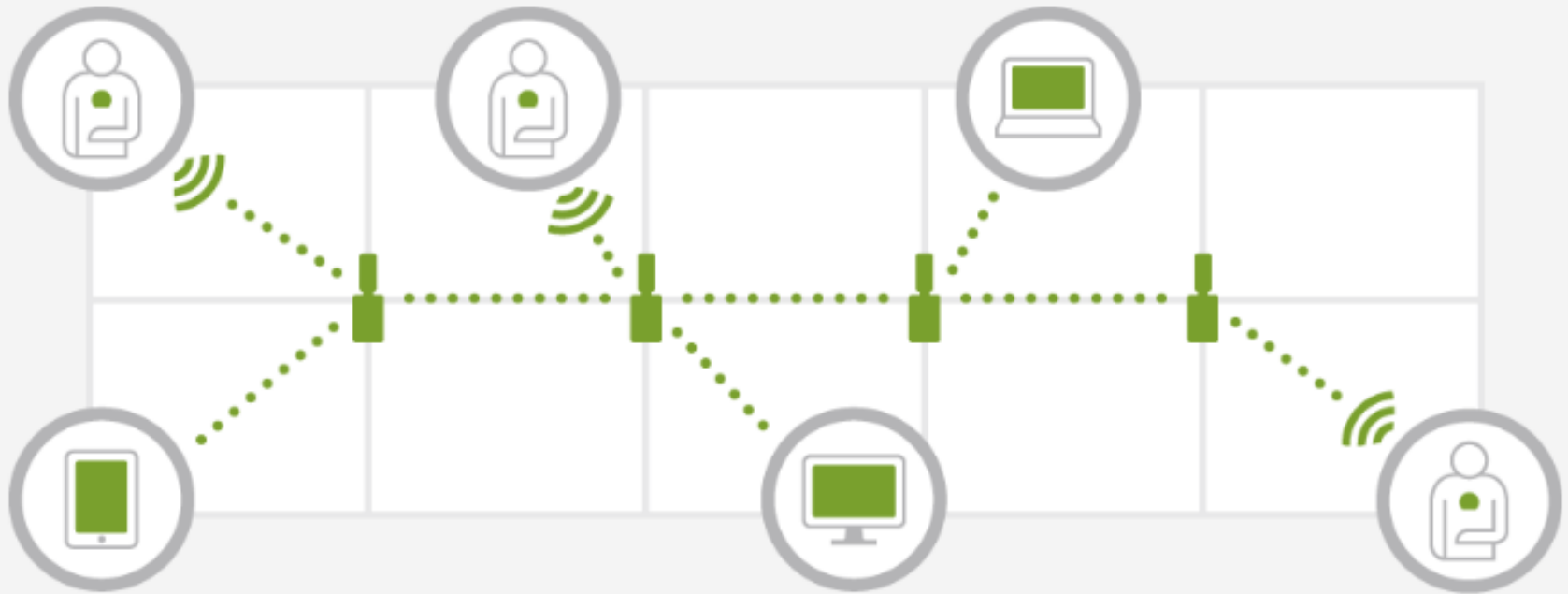
Patient Sensor

Relay Antennas

Information Display



Advanced technology. Simplified.



Multiple Patient Locations

Redundant and Secure

Display Viewing Options

Better Information. Better Care.

Simple User Interface

| Room | Patient | Time Until Next Turn | Position | Information |
|--|---------|---|---|----------------|
|  2301 | M.S. | 1:57  | L <input type="checkbox"/> B <input checked="" type="checkbox"/> R | <i>Upright</i> |
|  2302 | T.M. | 0:14  | <input type="checkbox"/> L <input type="checkbox"/> B <input type="checkbox"/> R | |
|  2303 | S.S. | TURN DUE 0:03 OVER | L <input type="checkbox"/> B <input type="checkbox"/> R | |
|  2304 | M.L. | 1:57  | <input checked="" type="checkbox"/> L <input type="checkbox"/> B <input type="checkbox"/> R | <i>Prone</i> |



Major Points of Differentiation

- Measures patient position and orientation, not merely detecting pressure or motion
- Untethered, thus monitors patient in or out of bed
 - Sitting in chair, in bathroom, standing, walking
- Accommodates existing hospital patient assessments, turn protocols, work flows and IT systems
- Caregivers can specify areas to avoid
- Automated data collection, storage and flexible reporting capabilities
- Increases efficiency by eliminating unnecessary staff assisted turns
- Waterproof, patient may shower or bathe
- No capital investment barriers - Start saving on Day 1

Strong Competitive Position

Patent Position

- Omnibus patent application filed in US and Internationally
 - Expect request by USPTO to file several divisional applications
- Application claims priority from 5 provisional applications dating back to April 2010
- Additional provisional applications have been filed

Early to Market, Easy to Sell

- No known competitors adopting our approach to reducing Pressure Ulcers
- Potential competition focused on smart bed, mattress or pad approach
- No conceptual sell – problem is established, and solution is universally accepted as best practice standard of care

Sales and Marketing

- Initial direct effort to validate larger scale product use (2-3 early adopters)
- Expanded controlled Regional roll out
 - Regional Sales Manager (s) RN Clinical Specialists (s)
- OEM/Partnership (s)
 - Patient Monitoring, Hospital Bed, Wound Care Companies

Value Propositions

- Clinical Outcomes
- Financial
- Patient Safety Initiative
- Compliance Driver for Management
- Work Flow Efficiency



Technology Roadmap

Developing Now

- HL7 Interface - EHR
- Interfaces to Nurse Call, VoIP

Next 12-Months

- Bed Exit
- Fall Prevention
- Fall Detection
- Patient Location

Beyond

- Vital Signs



Key Milestones Completed and Product Timeline

Accomplishments

- Secured pilot clinical trial site, received Investigative device IRB approval, Began a multi-phased, 2 protocol trial
- Key members of Executive team in place
- Currently manufacturing the product
- FDA 510(k) – Cleared for sale August, 2013
- FCC Certified
- Corporate Identity, Website, Sales and Marketing Collateral, White Papers completed and live

Product Launch

- Seeking pilot customers for Q1, 2014
- First Revenue – Q2 2014



Leaf Healthcare

Contact us at:

leafhealthcare.com

